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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 39

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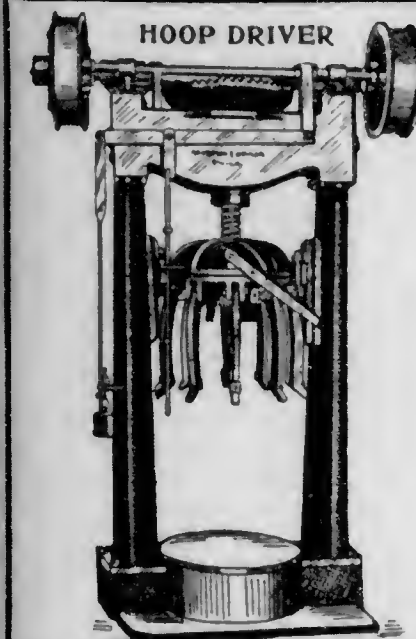
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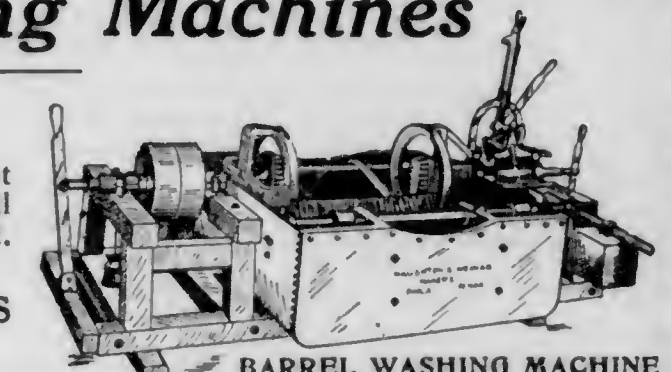
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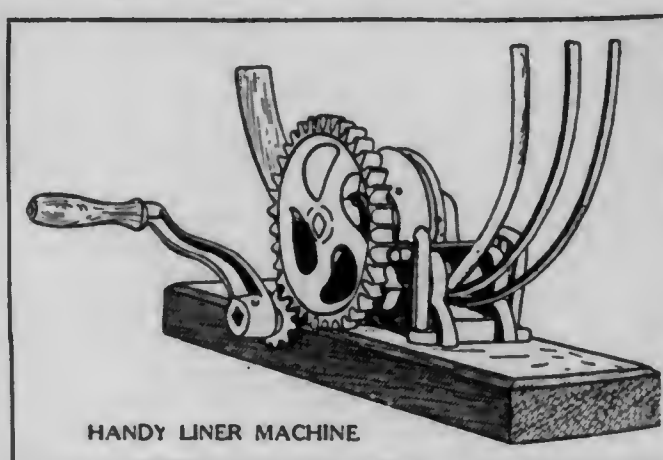


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May, 1923

THE NATIONAL COOPERS' JOURNAL



Satisfaction vs. Continued Patronage

Our "Bone-Dry" Gum Mixed Timber Heading having once been used is thereafter always sought by the trade because it is turned true to size from thoroughly kiln-dried lumber, insuring satisfactory use. We desire to sustain our established reputation for furnishing good quality, well manufactured Heading.

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means much to us. We regard it as the most valuable asset of our institution. As a principle of our fixed business policy we are striving by every honorable method to merit your confidence.

In pursuit of this policy we are offering you

All kinds of Slack Cooperage Stock -- Staves, Hoops, Heading

especially

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that are honestly made, honestly graded, honestly sold and honestly delivered

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Drives the hoops on oil, vinegar and similar barrels.

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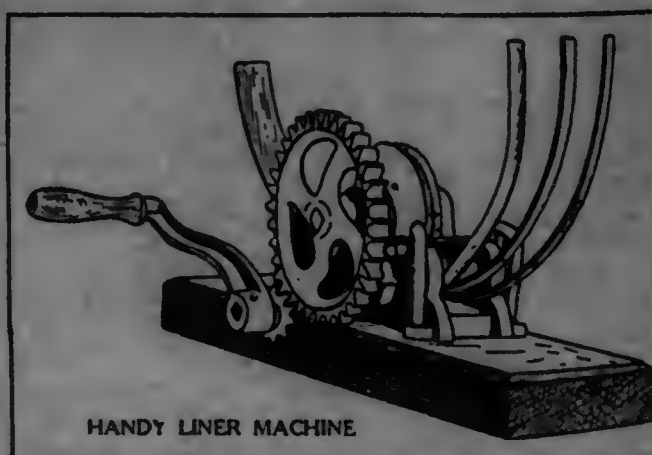
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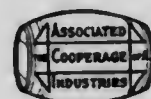
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**High Grade
Stock for both
Domestic and
Export Trade**

The National Coopers' JournalTHIRTY-NINTH
YEAR

PHILADELPHIA, MAY, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 1**New Orleans Reports Wooden Barrels Will Eventually Score "Come-Back" Throughout Sugar Bowl of Louisiana**

The outlook among the country sugar mills is decidedly interesting. Now do not get the idea that there is a prospect for a big boom in the sugar barrel business, for nothing of the kind is going to occur. However, several mills that would not look at a stave last year are making inquiry now, and in due time will buy stock. This movement will grow, and, by degrees, the sugar barrel will score a comeback throughout the "Sugar Bowl" of Louisiana. The big refineries will continue to use bags, barrels and cartons, as best suits the different classes of trade to which they cater.

Quality Barrels

If you visit the French market, or any of the other produce centers here, you will be surprised to see vegetables being packed in barrels that look like No. 1, and still more surprised to learn that these high-grade barrels were made from stock rated as No. 2, and when you see No. 1 barrels in use you will find them free from the dirt, stain and roughness that disgraced them a few years ago.

Of course, there are exceptions, for under the pressure of the demand for cheaper materials a poor lot of stock will occasionally come in, and, in an attempt to meet the lower prices of other packages, a cooper will occasionally send out a load of barrels that are not up to standard; but these exceptions are rare, and the shipper who can appreciate the value of a good container will, as a rule, find the product of New Orleans cooperage shops all that can be desired. The shipper who can see nothing but price is an insoluble problem. He is on the downward path, and it is scarcely worth while trying to turn him back.

An Exceptional Produce Barrel Season

The vegetable season has been the best on record, but, according to the experience of former years it should now be over, with no present demand for produce barrels, and no prospect of any for some months to come; yet, in this exceptional year, heavy produce shipments are still going North, and the demand for barrels is still good, there being no danger of any immediate decrease in the demand. The acreage planted in sugar corn is unusually large, and many barrels will be required for this business.

Wide Market for Packages In and Around New Orleans

It should always be remembered that the cooperage business in this section is not confined to this city, or to the large towns. There are many country sidings and suburban stations where there is a good demand for packages. For example, Kenner, a suburban station only a few miles out, is a good shipping center, for most of the surrounding country is planted in garden crops, and shipments are large.

Last year Kenner shipped many cabbages in bulk car lots, but also shipped 229,000 crates of cabbages, 85,000 hampers and 78,000 barrels of vegetables.

Part of Present Hamper Trade Might Give Way to Barrel

The crate is recognized as the usual package for cabbages, and, although barrels are sometimes used for that purpose, it would not be reasonable for the cooper to expect much business in that line. It is probable, however, that some of those 85,000 hampers contained products that could have been better shipped in barrels. Still, 78,000 barrels for one season at one gardening center is not a bad showing, especially as there are so many other centers.

It is probable that next year's production in that vicinity will be larger still, and that the demand for barrels will be much greater than ever before, and there will also be an increase of business from another source.

Kenner, La., Big Truck Shipping Point

Kenner has at last secured what it has long needed—ferry service across the Mississippi River. This will make Kenner the shipping point for the products of 25,000 acres of trucking lands on the west side of the river, and the demand for barrels at that point should

be at least doubled from this source alone. It is safe to predict that at least sixty carloads of stock will be used at Kenner, or in that vicinity, during the next season. Good luck to the Kenner cooperage shop.

Pickle and Vinegar People Are Buying Their Cooperage

The pickle and vinegar people are buying cooperage in small lots. Kraut is not made to any extent in this section, and but few kraut barrels are used.

A few ventilated barrels are now being used for new potatoes, but the demand is small yet.

The oyster barrel season is over, but some of the shops along the coast are doing some business in fish barrels.

Wanted—Spliced Elm Hoops

In a former issue THE JOURNAL mentioned that the spliced elm hoop was welcomed here on account of the slight reduction in price. The hoop makers took the hint, and sent in all they had. That supply is now exhausted, and we are wondering when they will think to make some more.

The Wooden Barrel and the Petroleum Trade

The wooden barrel for petroleum products is now considerably cheaper than the steel drum or the tin barrel and this is a good time for the oil refiners to get accustomed to using the better package.

Stave and Heading Mills Are Busy

The Union Stave Co., just across the river from town, is, as usual, in active operation, with plenty of orders and plenty of timber, and is doing its part towards upholding the high standards of the trade. There is considerable activity among the other stave and heading plants in this section. Several mills that have been shut down for some time are now in operation and our coopers are glad of it. Stocks in the shops are unusually low, and it is hoped that enough mills will get into action to allow them to stock up. In fact many of our friends would be glad to see enough competition among the mills to bring prices on stock down a little, so that it would not be quite such a strain for the cooper to meet his weekly payroll.

Melville Stave Mfg. Co. Incorporates

The Melville Stave Mfg. Co., has been incorporated in this city, with \$10,000 capital stock, the organizers being Francis D. Charbonnet, Jr., L. A. Ducros and S. A. Gorham. For the present they will make staves only. Their mill, already in operation, is at Melville, La., a small but very good town on the main line of the T. & P. Ry., 128 miles from this city. Timber is abundant there and labor plentiful. The man on the job will be S. A. Gorham, a veteran stock man, well known to the trade, and having a long experience as stave cutter, mill manager and mill owner. This is a much needed enterprise, located in the right place and with the right man in charge.

FOREST PRODUCTS RECEIPTS THROUGH NEW BASIN CANAL FOR TWO WEEKS

Receipts of forest products in New Orleans through the New Basin canal from March 14th to March 29th made an excellent showing. The receipts included 2,044,000 feet of lumber, 600 cords of wood, 69 barrels of rosin, 89,000 lath and 2,000 barrels of charcoal. The largest lumber receipts came from Mandeville and amounted to 675,000 feet, being brought in on four barges. The next largest was 375,000 feet on five steamers from Springfield. Five schooners brought in 238,000 feet from Mandeville. The Bayou Lacomb section furnished the largest number of cords of wood, 141 cords coming from that section.

WILL MAKE SLACK BARRELS

The Ozark Cooperage & Lumber Company and the Sandusky Cooperage & Lumber Company, both with headquarters at St. Louis, Mo., have leased the plant of the old Globe Box Company, in St. Louis, and will make slack barrels for sugar trade.

COMMERCIAL BODIES URGED TO STUDY DUST EXPLOSIONS

In a fire-prevention bulletin issued by the Chamber of Commerce of the United States suggestions are given to fire-prevention committees of local chambers of commerce regarding dust-explosion prevention. These suggestions are sponsored by the Bureau of Chemistry of the United States Department of Agriculture, which co-operates with the National Fire Waste Council. The publication of such material by organizations representing manufacturers and other business concerns emphasizes the importance of the work done by the Department of Agriculture in determining the nature of dust explosions and fires and in developing means of preventing them.

After discussing the dangers and the losses resulting from dust explosions in manufacturing plants, elevators, threshing machines, and so on, the Chamber of Commerce gives definite suggestions to the fire-prevention committees of the local chambers. These suggestions are as follows:

Appoint a committee to make a complete study of the dust-explosion hazard in the industries of the community.

Present these facts to the companies and secure the co-operation of the management of these industries to remove the explosion hazard.

Where any doubt exists concerning the explosibility of any dust, have samples of the dust sent to the Bureau of Chemistry, United States Department of Agriculture, Washington, D. C. The bureau is also prepared to make suggestions concerning preventive devices that should be used in the different industries.

Organize a safety course similar to the one conducted by the Buffalo Chamber of Commerce for the instruction of superintendents and foremen on dust explosions and safety subjects.

COOPERAGE EXPORTS FOR FEBRUARY SHOW INCREASE IN VALUE

The total cooperage exports in February were valued at \$685,246, as compared with \$457,007 in the corresponding month of last year. Considering quantities, the greatest increase over February of 1922 was in slack staves, which more than quadrupled February, 1923, exports being 2,575,112. The February export of tight staves was 1,889,665, and of tight cooperage shooks, 176,018 sets. Exports of slack shooks during the month amounted to 11,317 sets and of heading to 174,913 sets. Of the total export of both tight and slack staves, amounting to 4,464,777, the principal distribution was as follows: Canada, 1,706,013; Cuba, 907,200; British West Indies, 620,399; United Kingdom, 489,745; Portugal, 203,412; and Spain, 182,648.

HIGHER COURT HOLDS "PURE CIDER VINEGAR" CAN BE MADE FROM DRIED APPLES

The Douglas Packing Company, of Rochester, N. Y., recently merged in Douglas-Pectin Corporation, scored a victory against manufacturers of vinegar direct from cider when United States District Court of Appeals sitting at Cincinnati ruled the product of the Douglas Company, makers of vinegar from dried apple products, is entitled to be marketed as cider vinegar. This is reversing decisions of lower courts which all held Douglas Company cannot brand products "pure cider vinegar." Case was in courts three years attracting widest attention and is still on docket of New York State Court of Appeals.

WIND DAMAGES COOPERAGE PLANT

On April 14th a heavy wind badly damaged the south wall of the new plant of the Clyde Cooperage Co., Clyde, Ohio, now in course of construction. Contractor Rosin, who has the construction work in charge, and his men had twenty courses of concrete blocks laid, and when the wind had finished its work practically every block on the south wall was lying inside. It is estimated that more than 1,000 blocks were down and many of them were cracked and damaged beyond repair. Workmen began early Monday, April 16th, clearing up the wreckage.

Contractor Rosin has had some tough luck on the building. After the front elevation was completed it was found that the southwest corner was one and one-half inches over on the railroad property and had to be moved. This, together with the other damage, will delay the completion of the building.

BUFFALO COOPERAGE MARKET

The slack cooperage demand has picked up some during the past month, largely as the result of the buying of country coopers, who usually begin to add somewhat to their stocks at this season of year. But city trade has remained rather quiet, since there has been little doing in the flour business. The wheat market has been strong, but this does not appear to worry the flour buyers, who are continuing their policy of taking flour in small quantities as they need it. The export business has also been inclined to drag and is not nearly as good as a while ago.

Market Is Firm

The market for material has shown a good deal of firmness lately. Staves are reported unchanged in price, while both hoops and heading are higher. Hoops are getting too high, in the opinion of buyers, with the result that steel hoops are being substituted in many cases. However, it is said that there is justification for the advance, as elm lumber is getting scarcer and is in good demand in the automobile trade. That industry is therefore a strong competitor for elm lumber. Quotations on April 20th were as follows:

No. 1, 30-inch elm staves	\$16.50@17.00
No. 2, 30-inch gum staves	13.00@13.50
No. 1, 30-inch gum staves	15.50@16.00
No. 1, 28½-inch elm staves	16.25@16.75
No. 1, 28½-inch gum staves	15.50@16.00
No. 2, 28½-inch gum staves	13.00@13.50
Mill run, 28½-inch gum staves, fruit	12.50@13.00
Six-foot hoops; six-foot-nine hoops	17.50@18.00
No. 1, 19½-inch gum heading	14½@15½c
No. 1, 19½-inch gum heading	14½@15½c
No. 1, 17½-inch basswood heading	13½@14c
No. 1, 17½-inch gum heading	13½@14c

The severe and prolonged winter has held back the development of buds on the apple trees but the outlook is regarded as encouraging for a crop if the weather is favorable from now on. Apple growers had their troubles last year as the outcome of poor transportation facilities and a good many apples could not be shipped.

Lack of Transportation Facilities Cause of Damage Suit by Apple Growers' Association

As an outgrowth of the bad traffic situation, suit has been brought by the American Fruit Growers, Inc., against the New York Central Railroad for \$24,828.08. The case began in Supreme Court at Lockport, N. Y., on April 17th. The American Fruit Growers, Inc., includes most of the farmers located in the Niagara fruit belt, near Lewiston. It is claimed that the railroad failed to furnish five cars daily, as notified to do last August and fruit spoiled on the trees.

Where the Apple Growers' Association Should Act

An agricultural paper in its April issue shows a picture of cull apples packed in a barrel of Western New York fruit, and prints an accompanying letter from T. E. Cross, ex-president of the State Horticultural Society. The poor apples filled about a third of the barrel, both ends of which were faced with good apples. Complaining of the fruit, the writer says: "They were so covered with seal that very little of the skin was visible," and he concludes that the Ku Klux had better pay a visit to the growing locality, if these samples are any indication of a general practice. He concludes: "It is this kind of lawless grading that has compelled the trade to buy Western apples to a very large extent, and no one can find fault because they do."

It is such practice, also, that militates against the interest of the country coopers, and they would be justified in bringing to the attention of the authorities any grower who follows it.

The Sugar Situation

The sugar situation has come into the limelight here, as well as elsewhere, and prices are strong despite the government's attack on alleged profiteers. The average family's sugar bill is, of course, a little higher than it was, but so is every other bill in the family budget. A local wholesaler says a strong sugar market is justifiable, but "the seriousness of the condition will depend very largely on how the people of this country, the largest consumers per capita of the world, act in the case. If they keep their heads and do not start buying sugar to hoard, there will be no material shortage before the next crop begins to make itself felt. The wise newspaper editors, who know everything, are producing figures to prove that the sugar crop will be a big one, that there is no need for worry, and that the rise in prices ought not to have taken place."

ENLARGING THEIR COOPERAGE INTERESTS

DECHERD, TENN., April 17, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

This is to advise direct that the Clearwater Cooperage Co., of Clearwater, Fla., has been incorporated with a capital stock of \$15,000 paid up, with C. E. Murray, of Decherd, Tenn., as president, and E. H. Mitchell, of Clearwater, Fla., as secretary and treasurer, and will continue business of manufacturing pine staves and a general line of barrels.

C. E. Murray, of Decherd, Tenn., has also recently purchased a third interest in the Jasper Cooperage Co., of Jasper, Ala., and is operating this mill exclusively on pine keg heading, sizes from 11¼ inches to 13 inches.

The pine heading manufacture has been seriously handicapped through the entire first quarter of this year by unprecedented rains and quite an epidemic of influenza, which has spread all over the South, but we hope that conditions will improve and that the mills that have been operating only part time will soon get on full-capacity basis.

The pine heading mills are practically all sold up for the first half of the year, with the result that pine heading is bringing quite a premium at the present time, but even after the mills all get in operation at capacity basis, we believe that it will take several months to catch up and that the stock and present prices will prevail through the balance of this year.

We are looking forward to a very interesting convention in St. Louis and we hope that this will be a record-breaking convention in attendance, for we believe that it will pay every member of the cooperage industry to attend this convention and find out just what is going on over the country.

From the inquiries we are receiving daily and the urgent requests that we have to ship orders past due, we believe the cooper shops are running low on stocks and that they will hardly be able to stock up their shops again before late in the fall, and if business holds good, which we believe it will, then we believe the shops will consume the stocks as fast as they can get them.

Yours very truly,

C. E. MURRAY.

Per S. W. INGERSOLL.

ARE MAKING SLACK BARRELS

LITTLETON BARREL CO., H. A. LITTLETON, PRES., BLOOM, VA. We started manufacturing slack barrels April 16th. Last year our sales averaged 94,000 barrels for the season. Recently we bought the plant of W. P. Godwin & Co., of this city, which purchase gives us five factories now. The price of pine slack barrels at this time is 40 cents delivered to the farmer, although other sections are getting more for their packages. We have most of our barrel material already bought and we are expecting a good run of business, as the farmers are planting fully as many cobbler potatoes as ever before.

WANTS MODIFICATION OF THE VOLSTEAD ACT

CARL COOPERAGE COMPANY, SAN FRANCISCO, CAL. Business at present is very quiet. California is a wine-producing State and has been hurt by prohibition. We want modification of the Volstead Act.

WILL BE MANUFACTURING HOOPS BY MAY 1st

PACIFIC HOOP CO., G. P. CLERIN, VICE-PRESIDENT, ASTORIA, ORE. We are progressing nicely with our plant and without doubt we should be turning out hoops by the first of May.

COOPERAGE TRADE IS GOOD IN SEATTLE

THOMPSON COOPERAGE CO., SEATTLE, WASH. At present business with us is very good and the outlook for the near future is bright. Second-hand cooperage is in demand. Some manufacturers of cooperage are arranging to increase their output for this year by securing a stave and heading mill that has been idle for a year. The mill started up the first of April with a capacity of 25,000 feet of logs daily and the outlook for the future is very bright.

NEW BARREL COMPANY ESTABLISHED

A new barrel company has been organized in Richmond, Va., by R. J. and Thomas Bell. The company has been incorporated with a capital stock of \$25,000. The corporation will operate under the name of The Economy Barrel Corporation, with R. J. Bell as president and Thomas Bell as secretary.

The Backer Barrel Co., 466 Harding Street, Worcester, Mass., recently suffered a \$24,000 fire loss.

DOWN SOUTHWAYS

Cooperage trade conditions throughout the Mississippi Valley are reported good with every expectation that the improvement and increase will be steady and satisfactory as spring moves into summer, and summer merges into fall.

Memphis Center of the Tight Trade

Memphis, as center of the tight trade, since it has the honor of playing host to all the leading tight stock manufacturers throughout the country as they come together for business conferences and trade co-operation, at the same time that it numbers among its regular citizens some of the largest operators in tight and slack cooperage and cooperage stock lines, shows the cooperage market in good condition. Tight staves are in strong demand, with red oak leading, and with the call for cut-offs showing much activity, so far as inquiry and orders are concerned. Labor, owing to the planting season opening up, is growing scarce, both in the city and in the manufacturing territories.

Slack Demand Steady

Business in slack lines is steady, some of the older operators in the Memphis market reporting that it is better right now than for some little time past. Mill operations were interfered with somewhat by the recent heavy rains, but everything is shipshape now and moving along nicely. Production is said to be increasing with prices being held firm. A shortage of cars is reported from many shipping points.

New River and Rail Terminal at Memphis Open May First

Activity prevails among the Memphis tight and slack barrel plants making new cooperage as well as among the second-hand shops of the city.

New River and Rail Terminal at Memphis Open May First

The river and rail terminals, which extend one mile southward from Broadway Street, and which terminal cost one million dollars, half paid by the government and half by the city of Memphis, will be formally opened May 1st. Col. S. B. Anderson, of the Anderson-Tully Co., was chairman of the commission. Trackage connects with all railways entering the city and there is a floating barge system capable of handling thirty-two cars at once. The first shipment of Pennsylvania steel came in during the month of April. The new municipal terminals will supplant and include the old ones at the foot of Georgia Street.

Cottonwood Staves in Good Demand

W. M. Davis, of The W. M. Davis Stave Co., Memphis, reports very good spring demand for cottonwood staves, which line is a specialty with the company. Mr. Davis advised that their mill near De Soto Park in South Memphis, was operating. Their plant is right on the bank of the river and logs are hauled by train way from the mighty Mississippi.

J. C. Pennoyer Co. Enjoying Good Trade

Mr. George Nervig, of the J. C. Pennoyer Co., Chicago, visited the Memphis office recently. At their Memphis office the J. C. Pennoyer Co. carries a large keg display, stave samples and a full line of slack and tight machinery. They report a good spring trade in all lines.

S. N. Nelson Reports Business Active

S. N. Nelson, veteran tight cooperage operator, Randolph Building, Memphis, spent several days visiting the Little Rock trade recently. He reported business active in the metropolis of Arkansas. The opening of the Broadway bridge to North Little Rock was celebrated in Little Rock in March. The celebration was of seven days' duration with many interesting features being put on by the tradesmen of that city. Within the past few days Governor T. C. McRae, of Arkansas, has signed the Brookfield viaduct bill, which insures the early building of the viaduct at the west terminus of the Harahan bridge out of Memphis. This is the only bridge spanning the Mississippi River south of St. Louis, and it has a road for vehicles of all kinds. For the most part roads in adjacent sections of Arkansas are concrete, but the viaduct is a connecting link much needed. Memphis will also share in its building, as will Tennessee, as well as the government, though Arkansas will be the chief builder.

V. W. Kraft Says "Howdy" to Memphis

V. W. Kraft, treasurer of the Voll Cooperage Co., of St. Louis, Mo., was in Memphis recently en route to Corinth, Miss., where his firm is making preparations for the establishment of a stave mill on property recently purchased. Plans have been perfected for beginning operations as soon as sufficient buildings can be erected and machinery installed. The plant will have a capacity of 50,000 staves per day.

Louisville Reports Cooperage Demand Steady, with Fine Outlook for Summer and Winter Business

The general trade situation here in Louisville shows but little change over a month ago. Prices are tending upward, with demand showing improvement. In tight cooperage lines the keg demand continues heavy. Kegs are advancing in price due to shortage of material and to the general shortage of cut-off stock. In fact, there is very little keg stock on the market right now and a number of mills are running full time on this stock at present.

That the tight market is due for an advance is the opinion being expressed in cooperage circles and is borne out by the fact that barrel and keg plants are not quoting for delivery later than June 30th. In many instances they are adhering to this policy as they do not know what stock will be worth by that time. However, there are a good many inquiries for fall prices, as it is believed demand will be quite heavy as a result of activities of the vinegar, pickle and other packers.

Keg Plants Operating at Capacity

At this writing keg plants are reported to be operating at capacity, or mighty close to it, while most barrel plants are only operating fifty or sixty per cent. of capacity in this district. The opinion is expressed that barrels will be 25 to 50 cents higher in the fall than they now are. Kegs have been advanced ten cents each, that is the small line, from five to fifteen gallons, while the larger sizes show no change. Red oak oil barrels have advanced five to ten cents in price also since last report.

There have also been some small increases in prices of slack barrels and it is reported that slack cooperage stock is slightly firmer and in stronger demand. Slack barrels are in fair demand right now, there being an active movement in flour packages, while produce packages will be in much better demand by the middle of May when heavy shipping of bunch vegetables in iced barrels will start to the North and East.

The Question of Quotations for Future Deliveries

Inquiries sent out for quotations on material are not bringing much response from Southern manufacturers for several reasons. One is that many of them are fairly well sold up for immediate delivery, and, not knowing what labor costs will be a little later on, they are playing safe. Cotton planters are bidding up labor at a time when everyone needs it. Again heavy rains in the South have played havoc with logging and lumbering. With the woods full of water many mills, especially lumber mills, are down and general production of forest products is off.

The Tight Stock Price Market

The tight stock market shows spirit staves, quoted at Southern mill points, ruling at \$120a\$125 a thousand; inch heading, \$1.50 a set; three-quarter inch heading, 90c a set; white oak oil staves, \$90 a thousand; red oak, \$55a\$60; gum, \$40a\$45; white oak circled heading, 45c a set; red oak, 40c; gum, 28c, and joined gum staves, 80c a set.

The Tight Barrel and Keg Price Market

The tight barrel and keg market shows oil barrels in white oak at \$2.90a\$3; red oak, \$2.75a\$2.85; spirit, \$4.75a\$5; gum, \$2.35a\$2.45; half-barrels, white oak, \$2.30; red oak, \$2.15; kegs, 5-gallon, red, \$1.25; white, \$1.35; 10-gallon, red, \$1.60; white, \$1.70; 15-gallon, red, \$1.75; white, \$1.85; 20-gallon, red, \$1.85; white, \$2; 25-gallon, red, \$2; white, \$2.15; 30-gallon, red, \$2.15; white, \$2.30.

The Slack Barrel and Stock Price Market

Flour barrels have advanced and are now quoted at 80c to 90c; sugar, 90c to \$1; one-head produce, 50c; two-head, 55c; poultry, 60a\$65c; sugar sized, No. 2 stock produce, 70a\$75c. Local barrel assemblers report stock prices as slightly firmer, while No. 1 gum staves have been advanced a dollar a thousand, being quoted at \$14a\$15 a thousand for 28½a30-inch stock; No. 2, \$9a\$11; mill run, \$11a\$13, strong. Heading prices are unchanged.

The Trade Situation As Seen by J. R. Williams

J. R. Williams, sales manager for the Chess & Wymond Co., Louisville, reporting on trade conditions, says: "Cooperage has advanced and will advance still more. Staves are selling for more money than during and right after the war, being at the highest peak in history. Labor is back at its high peak and is extremely scarce. The railroad situation is more precarious than it ever was, with no promise of relief for this year at least."

Now Is the Time to Place Stock and Barrel Orders

It must be admitted that the consumer should buy now and that the chances are that he will save money over storage costs, besides having merchandise in hand

when needed. Right now transportation is fairly open, something that is far from assured for fall. Right now the cooperage plants are not pressed on barrel business, but with keg business picking up fast, may be oversold later on. With demand for labor keener all the time and indications pointing to a steady advance in production costs of staves and heading, and especially in shortage of keg stock, it is hard to figure that prices will be anything but higher this fall when the big demand sets in.

Some Cooperage Men Are Bullish on Market Outlook

Some of the best posted cooperage men are very bullish concerning the market outlook. While some houses are quoting white oak oil barrels at \$2.90, and probably shading that price, others are very firm at \$3, and are asking \$2.85 for red oak barrels, while others are quoting \$2.75. The difference of a dime in prices on a single package doesn't look like much, but it sometimes turns losses into profits on a very close market.

Preparation Is the Keynote of Business Success

In discussing business one company reported that it needed keg business for May, but was oversold for June delivery. They are running steadily, however, to get stock ahead. Barrel orders are generally needed for the spring, summer and fall, but will come as the packers begin to get busy. Food product packers are buying some stuff, while there is fair demand from the paint and varnish interests, with better demand from the oil industry.

Quotations Running Fairly Even

Generally speaking, it is stated that while there is keen competition for business and some little price-cutting where producers need business, quotations in this section are fairly close together. It is reported that up in New England, however, a couple of the big interests have been indulging in a little price-cutting war which is not doing either of them a bit of good, but, on the contrary, is causing uncertainty in the minds of buyers.

Cooperage Man for Governor of Kentucky

In connection with the argument for a business man governor for Kentucky a great many names have been mentioned. One of the latest booms took up the name of Frank B. Russell, one of the best-known cooperage stock men in the South. However, Mr. Russell, who has been a Republican wheelhorse in the State, and active for many years, stated that he had never sought office and didn't care to change his methods at this time. Mr. Russell at the present time is chairman of the State Boxing Commission. He is interested in a half-dozen enterprises and still interested in Southern stave and heading mills. Some years ago he was a big producer of beer stock, before prohibition killed off the beer keg and barrel business. Mr. Russell is also a very wealthy man, having been one of the pioneer oil producers of the State, and having sold his holdings for enormous sums. Mr. Russell made more money out of oil than most of the early operators, due to the fact that much of his production came from his own cut-over timberlands, on which he held the mineral rights in disposing of them. Mr. Russell is a keen business man, clever executive, and knows politics so well that he would make an excellent governor.

Cooperage Business Will Hum In May

L. C. Hollingshead, of the J. D. Hollingshead Co., was a recent visitor to the Louisville office of the company inspecting the local plant, which is managed by Paul Dysart, Jr. The latter reported that business in slack cooperage was fair, but would start humming in May.

The Louisville Cooperage Co. has been running on good time the past month. The company lost ten days or more in March, following high winds which tore down stacks and their blower systems. J. N. White reported that they were busy on kegs, but needed barrel orders. The company has been cut off at some of its Southern mills by high water, but is running well at its Kentucky mills.

STAVE COMPANY INCORPORATES

R. M. Johnson, of Pratt, W. Va., C. G. Johnson, of Sutton, W. Va., and O. D. Johnson, of Charleston, W. Va., are the incorporators of the new Johnson Stave & Lumber Co., Pratt, W. Va. The capitalization of the new company is \$50,000.

The Quaker City Cooperage Co. reports business in flour barrels as rather light, but the shop is getting some business right along and regards the outlook as favorable.

COOPERAGE MANUFACTURERS SHOULD HAVE BIG TRADE INCREASE FROM CIDER AND VINEGAR PEOPLE

Every barrel and stock manufacturer interested in the extension and increasing of their business should be, if they are not now, actively alive to the big trade increase which is offered by the ever rapidly growing market for cider, vinegar and other apple products.

The market for good cider, and other apple products, is far greater than the supply, and under the stimulus of prohibition in this country, with other countries perhaps following, the manufacture of sweet and perfectly alcohol-free apple juice and other fruit juices, is bound to grow in importance to gigantic proportions, not only for home use, but also for export markets. This being so it behooves the cooperage man to prepare to handle his just share of the package demand which this increasing trade will call for.

BUYS COOPERAGE PLANT

A big business transaction took place recently when P. H. McCarthy and John Twohey, business men of Tupper Lake, N. Y., acquired the entire property of Brooklyn Cooperage Co., located at Faust, N. Y. This purchase involves a consideration which is said to be in the neighborhood of \$50,000, and gives Mr. McCarthy and Mr. Twohey possession of a stave factory, twenty houses and several hundred acres of land.

The Brooklyn Cooperage Company was one of the pioneer industries in this section at the time when lumbering was at its height. As the timber gradually was cut the company disposed of its great holdings and for the past ten years has been content to run its mill at Tupper Lake. This mill employs from twenty to thirty men and is used in manufacturing sugar barrels for the sugar corporation. The barrel staves and heads were cut at Tupper Lake and the barrels shipped knocked down to the refineries, where they were put together. The timber of the company has become so scarce that it was hardly a paying venture and so they have disposed of their entire property and will move to more profitable fields.

Mr. McCarthy is somewhat reticent as to what will be done with the property, but it is understood that the houses will be sold in the near future, as there is an excellent market just at present for homes. The mill will no doubt be converted into a factory for some other industry as already a firm which manufactures concrete building blocks is considering the site for locating.

VINEGAR PLANT COLLAPSE—LOSS, \$15,000

A loss of approximately \$15,000 was caused March 9th, at the plant of the Bashford Vinegar Works, Lyons, N. Y., by the collapse of two large tanks and the central part of the building. The damage was done when without warning there came a loud crash and grinding away, when two tanks, each containing 15,000 gallons of vinegar stock toppled over on two tanks each containing 50,000 gallons of stock. The grade floor gave way, allowing machinery equipment and tanks to go through and upwards of 40,000 gallons of vinegar stock ran into the abandoned Erie canal.

As soon as it was ascertained that none of the men had been caught in the wreck the pumps were put to work and upwards of 125,000 gallons of vinegar stock were pumped into storage tanks in the east yards. Just what amount of vinegar stock was lost is not yet known. The Bashford works has a capacity of 1,500,000 gallons.

WILL MAKE BARRELS AND ICE CREAM TUBS

Branching out from a commission house, the Rockford Cooperage Company, 180 Morgan Street, Rockford, Ill., will go into the manufacture of all kinds of barrels and ice cream tubs.

Benjamin Boden, formerly of Racine, Wis., who moved to Rockford last September, is head of the new manufacturing concern. Manufacturing on a large scale will commence soon. The new firm will be the only Rockford concern making barrels. It is expected to be welcomed by Rockford shippers and packers.

Mr. Boden has been connected with the cooperage industry for thirty years and has had charge of the erection of many large water tanks in northern Illinois and southern Wisconsin. He will be equipped for this work in Rockford.

BOURBON STAVE COMPANY, INCORPORATED

The Bourbon Stave Company has filed articles of incorporation, the capital stock being \$5,000. The company will operate a stave mill near Monticello, Ky.

Those interested are I. D. Thompson, Sr., I. D. Thompson, Jr., and L. S. Heimle.

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NEW ADVERTISERS

Wylie & Wilson, Inc., Saginaw, Mich.
Voll Cooperage Co., St. Louis, Mo.
The Clough & Witt Machine Co., Cleveland, Ohio.

ONE YEAR OF TRADE EXTENSION WORK

One year of activity in trade extension work, as carried on by the slack cooperage group, has proved conclusively what tremendous benefit there is in direct contact with package consumers in the way of establishing and re-establishing interest in the wooden barrel.

With all the new and steadily enlarging industries, whose package requirements are an assured necessity, the coming year is prolific with business opportunities for the entire cooperage industry—both slack and tight—and with the fine start which the slack branch already has in the fine working of its trade extension campaign, there is no doubt but that in the continuance of the work the second year will see even greater and more satisfactory results accruing from the investment made and from the efforts put forth.

Resumé of the first year's work of the slack trade extension department, with A. H. Hughes as field representative, is carried in this issue of THE JOURNAL, and we urge that every slack stock and barrel manufacturer read the same carefully and with the knowledge of what it actually means to them, individually, to have the wooden barrel exhibited and its merits as a shipping package expounded to the host of package users as is represented in the number of meetings attended by Mr. Hughes during the past year.

To every manufacturer of slack cooperage stock and to every maker of slack barrels the work of the slack trade extension department actually means dollars and cents through the increased business which comes to them by reason of the stimulation in the demand for barrels which this work creates, and, as recipients of this increased business demand, it is up to every one to do their full and just share in carrying on the work.

Those in attendance at the coming annual meeting of The Associated Cooperage Industries of America, in St. Louis, May 8th and 9th, will hear much of interest and value on subjects pertinent to the good of the industry, but nothing will over-reach or over-shadow the significance of the full report, which will be delivered by Mr. Hughes, of the first year's campaign in barrel boosting.

We look to see the plans of the slack trade extension department largely augmented for the year 1923-1924, and this can and will be done, right and generous support being forthcoming. Don't wait for the other fellow. Do your part now.

AMPLE BASIS FOR SUSTAINED PROSPERITY

That there is ample basis for a sustained prosperity is the consensus of opinion of business men in all lines of trade, and if our prosperity is short-lived it will be, as one thinker has said, "because we tried to ride it too hard."

While it is true that the country has a great many needs to be satisfied, and while there is much to be done in order to catch up and to make up for the falling behind, which was the inevitable consequence of the general lull in trade during the past two or more years, still, it is equally true that the present "rush of business activity" must be guided by a steady rein and by sane level-headedness if we are to keep with us the good times we have been so fervently waiting for.

Owing to the tremendous amount of building going on all over the country, the cement manufacturers are the first to feel the effects of "pyramiding" orders, a practice which plays havoc with both buyer and seller, no matter in what line of industry it is carried on.

In view of the prosperity that is now with us and which will remain and increase as the months go on, only the biggest and frankest methods of business and trade co-operation should prevail, as it is only by these methods that our good times can be safely tethered and the success and profit which they bring legitimately won.

STOCK PRICES VS. BARREL PRICES—CAN THEY BE EQUALIZED?

If there is one issue that the stock and barrel men can only thresh out between themselves, to the ultimate good of each, it is that of "stock vs. barrel prices."

The stock manufacturer, in the face of increasing costs engendered by the trend of the times, can not hold his prices to levels which once ruled, and yet the cooper, in the face of the substitute menace, appears practically helpless, so far as increasing the cost of the barrel is concerned, since the fear holds that to increase the cost of the barrel in line with increased cost of stock, labor, etc., means loss of trade, which loss of barrel trade operates equally against the stock manufacturers and coopers.

A view of the "stock vs. barrel price" situation as it exists in New Orleans can be gleaned from the following communication received from our correspondent in that city:

"There is considerable cooperage work being done here, and considerable business transacted. The work done is good work, but whether or not the business is good is a different question. The price of stock is so high and the price of barrels is so low that it is pretty hard to figure a profit in operating a shop. Worse still, there is no probability that the price of barrels will improve in the near future while stock prices show a rising tendency. It may be that stock cannot be sold for less, but, if this can be done, it is high time for mill men to consider the matter before their customers are driven out of the business.

"One thing can be said in favor of the mill men. If their prices are high, their stock is worth a good price. Not many years ago it was generally believed that mill men sent their best stock to other markets and used New Orleans as a dumping ground for their inferior materials. If such a condition ever really existed it has been completely remedied. The staves, hoops and heading now coming to this market are as good, for their respective grades, as can be produced. This is an accepted fact. The coopers appreciate it, but they cannot pay higher prices and compete with substitute packages. The only way they can fight the makeshift package is by making better barrels, and that is what they are doing, but still they are unable to meet competitive prices."

All of which brings us to the conclusion that the question of prime importance and vital issue at this time is that of "stock vs. barrel prices—can they be equalized."

THE WOODEN BARREL AND BARRELETTE SHOULD LEAD IN PACKAGE PROMINENCE AT EASTERN FRUIT SHOW

The Eastern Apple Exposition and Fruit Show plans are progressing very encouragingly as evidenced by the large attendance at the meeting held in New York City, April 10th, of the general committee of fruit growers, agricultural department officials and others who are promoting this project. There were about 40 representatives present at the conference from Massachusetts, New York, Vermont, Connecticut, Rhode Island, Pennsylvania, Maryland and New Jersey. Some of the States have not yet succeeded in getting appropriations to enable them to complete final arrangements for exhibiting their fruit at the exposition, but enough of the Eastern States are ready to go into the campaign to advertise Eastern fruit to make its success assured.

Incidentally those who are supporting the proposed campaign expect that one of the principal results to be accomplished will be the education of the farmers themselves in the East to a better appreciation of what the buying public wants, and to better packing and grading of their fruit. In competition with the perfectly standardized and efficiently marketed apples from other parts of the country, the Eastern fruit has been crowded to a considerable extent out of its own best markets. While it will not be the purpose of the proposed show to discredit in any way the fruit from other parts of the country, it is intended to familiarize the consuming public with Eastern fruit and fruit products, and to encourage the Eastern fruit growers to advertise their products more extensively and improve their methods of marketing.

APRIL WAS BEST BUSINESS MONTH OF THE YEAR AND MAY PROMISES TO BE BETTER, SAYS C. M. VAN AKEN

The month of April has shown a good demand for cooperage stock in this section. Because a firm tendency exists in the prices of staves, heading and hoops for fruit barrels and because the prospects of a good crop throughout the apple section is promising, buying has been done quite freely, and what is more important, a fair proportion of the material bought is now being shipped. The increased activity in the barrel demand, which started about the first of the year, that is, barrels for promiscuous purposes, has continued throughout the month. Quite a large proportion of the staves and heading shipped for these barrels has been of mill run grade. Some people are sorting the mill run staves and heading and making No. 1 and No. 2 barrels, while others are using mill run stock in barrels where No. 1 could be used. This latter is due to the small difference in price that has been existing between the mill run and No. 2. Coiled elm hoops continue to be in good demand. The wire hoop people are asking for about three months in filling orders, which helps the coiled elm hoop demand greatly, and this, coupled with the general increased activity in business, prevents any pessimistic attitude in regard to coiled elm hoops.

For most of the cooperage people the month of April has been the best month of the year, and unless there is a radical change in the situation, the month of May will be an improvement over that of April.

PROSPERITY BEING WITH THE COOPERAGE INDUSTRY, IN A PRACTICAL MANNER, CONTINUED GOOD BUSINESS CAN BE LOOKED FOR, SAYS WALTER C. HARTMAN

There is general activity throughout the whole country, particularly in fruit stock and among some of the industrialists. The general shops are also buying quite freely. No one is purchasing in large quantities, and as a general rule, stock is being picked up as needed. Prices in the meantime have advanced on almost every item, particularly pine and gum heading, No. 2 30-inch staves and elm hoops.

A most peculiar feature of the trade is the hesitancy with which the fruit people have come into the market. In most sections they have been waiting and waiting, expecting lower prices, having bought only half, or in some cases one-third of what they need. Now that the fruit crop is practically assured, these people find themselves short on stock so far as their contracts are concerned. Some of them now feel that prices are so high they will not buy unless they are making barrels for their own use. These, however, are the exception, and we believe the majority of such buyers will be in the market for the balance they need this season within a short time, after the possibility of frost has passed.

The principal feature of the business is the comfortable position of the mill man who has a goodly quantity of timber at a fair price and can operate steadily on the present market basis. As prosperity seems to be with us in a most practical manner, we look for a continued good business in the cooperage trade throughout the summer.

APPLES EXPORTED TO CHINA

Apples imported from America can now be purchased at many of the Chinese ports, and, in addition, in a few years American apples, pears, peaches, cherries, plums, grapes, strawberries, raspberries and other fruits will be growing throughout the Tientsin district of China, American missionaries having successfully transplanted the fruits from this country, according to Consul General S. J. Fuller in a recent report to the Department of Commerce. During the last 15 years the provisional government has expended considerable money in establishing experimental fruit nurseries, and a number of young Chinese are engaged in learning the fruit-growing profession.

LATE APPLES NOT DAMAGED IN THE SHENANDOAH-CUMBERLAND VALLEY

Report from Winchester, Va., under date of April 13th says:

"Damage done to late varieties of apples in the commercial orchards of the Winchester fruit district by recent freezing weather was not serious, but earlier varieties have been hurt, according to Dr. M. B. Waite, pathologist of the United States Department of Agriculture, who came here a day or two ago for the purpose of making a personal inspection of orchards at the request of H. Clay DeGrange, president of the Frederick County Fruit Growers' Association.

"Dr. Waite said at the conclusion of his investigation, which included trips to nearly every section of the county, that he did not consider damage to the York Imperial, the chief variety grown here; Ben Davis, old-time Winesaps and other late-blooming varieties, as at all serious. The worst damage discovered was to Stayman Winesaps, Black Twigs and Grimes' Golden and several varieties of summer apples. Even with these, however, sufficient live buds were found to insure crop, provided conditions from this time on are satisfactory.

"Dr. Waite, who is familiar with climatic and other conditions in the Shenandoah-Cumberland district, said he had rarely seen such a heavy bud set as now appears on trees in the Winchester region, and he predicted that if only a small percentage matured the crop would be good.

"The pathologist said the killing of the germinal flower, which appears quite general throughout this section, will not prevent the development of the five other flowers in the bud, provided there was no damage to the side flowers. He took a number of specimens to Washington for a microscopic examination, and said he would advise Mr. DeGrange of the result of his conclusions."

CO-OPERATE IN PASSING WORD TO APPLE GROWERS TO SPRAY

Getting information from the State agricultural experiment station to the individual apple grower before night of the day it was known at the station was planned and successfully carried out in northwestern Arkansas throughout the 1922 season, according to reports to the United States Department of Agriculture, by the co-operation of the experiment station, the extension service, and the individual growers.

Sprays for the codling moth particularly, which are important in this region, are dependent upon certain well-defined rules as to the correct time for application. By rearing moths in the insectary at the experiment station, the dates of emergence were secured and the correct time for sprays fixed. As soon as the station determined this, the necessary spray information was telephoned the county agricultural agent in each county in which arrangements for the service had been made. The agent at once called group leaders, previously agreed upon in the different orchard localities, who passed the message on to the individual growers on his list.

In this way every apple grower who desired the service had the spray information within twelve hours after it was known at the experiment station. In one of the counties, Benton, over 500 growers were reached with this information. Reports show that the fruit of this section was more free from preventable insect and disease injury than for many years. Arkansas is planning to continue its spray information by telephone with increased efficiency this coming season.

MARKED GAIN IN ICE CREAM WILL MEAN MORE TUBS

"Ice cream is now a staple food and more than sixteen quarts of it are sold annually for every man, woman and child in Eastern Pennsylvania and Delaware," said C. C. Burda, addressing a meeting of salesmen and executives of Burdall Brothers from Pottstown, Lebanon, Reading, Allentown, Harrisburg and Wilmington, at Philadelphia during April. Mr. Burda reported a marked increase in business this year.

IRVINGTON COOPERAGE CO. BURNED

Damage estimated at \$100,000 resulted April 3d from a fire which destroyed the six buildings of the Irvington Cooperage Company, Irvington, N. J., and which necessitated a call for aid from Newark. The plant was owned by the Lucas E. Moore Stave Co., New Orleans and New York.

HAVE ALL THE ORDERS THEY CAN FILL

T. J. Woon Co., Wilmwood, Va. We have all the orders for staves that we can fill. Prices are not as high as they should be considering the cost of manufacture, but suppose they will get "O. K." soon.



Fred B. Huebner, Cedarville, Wis., is in the market for quotations on apple barrels.

York State Cooperage Co., Rochester, N. Y., is in the market for kiln-dried and jointed staves and heading.

John Ebersberger, Inc., 257 Wilson Ave., Newark, N. J., is in the market for second-hand turpentine oil and half oil barrels.

U. S. Morris & Bro., Woodville, N. C., is in the market for a second-hand Whitney 20" cylinder stove saw for pine staves.

The Centerville Gypsum Company, Centerville, Iowa, is in the market for a carload of cement barrels. Prompt service desired.

A. N. Evans, Bishopville, S. C., is in the market to correspond with manufacturers and dealers in all kinds of barrels, hogsheds, staves, etc.

Nelson Manufacturing Co., East Swanzey, N. H., is in the market for second-hand (light) staves 7 1/2-in., 8 1/2-in., 10 1/2-in. and 12 1/2-in. long.

Texas Barrel Co., Houston, Texas, is in the market for five to ten cars of No. 2 red or white oak or gum 34 x 3 1/2-in. staves, K. D. J. B. for lard barrels.

Kimball Heading Co., Inc., E. D. Kimball, President-Manager, Garden City, Ala., is in the market for a heading jointer, heading turner and one baling press.

American Fruit Growers, Inc., Pittsburgh, Pa., is in the market for six thousand apple barrels, delivered, Guernsey, Pa., and wants quotations for early delivery.

The Old Dominion Orchards Co., Inc., Wm. B. Alwood, manager, Greenwood, Va., is in the market for apple barrel stock sufficient for making 10,000 apple barrels.

John Holodak, 210 Yonkers Avenue, Yonkers, N. Y., wants quotations on 20-in. x 30-in. sugar barrels to carry 400 pounds capacity. Also prices on new white and red oak barrels.

Herbert Ryan, 164 Walkwood Road, Leytonstone, London, England, is in the market for heavy red oak porous staves or pipes and wants to hear from manufacturers who can supply the same.

North Side Cooperage Co., 2238 La Place Street, Pittsburgh, Pa., is in the market for 5,000 second-hand heavy staved packing barrels. Any kind of slack uncoopered barrels accepted. Quoted prices f. o. b. Pittsburgh.

The West Virginia Porcelain Company, Mr. C. J. Hart, Secretary, New Haven, W. Va., is in the market to communicate with concerns in position to supply knocked-down slack barrels, 20-in. x 30-in. x 4-in. steel hoops.

North Side Cooperage Co., 2238 La Place St., Pittsburgh, Pa., is in the market for heavy red oak second-hand dry heading, sizes, 20 1/2-in., 20 1/2-in., 20 3/4-in. Heads do not have to be flugged and heads with knot-holes accepted. Terms, cash. Quotations f. o. b. Pittsburgh.

PUBLICITY PAYS

On the front page of its April 21st issue The New York Packer not only carries prominently the announcement of the coming annual convention of The Associated Cooperage Industries of America in St. Louis in May, but The Packer takes occasion to say: "The Associated Cooperage Industries of America is the national organization of the cooperage industry throughout the country, which industry is a very important adjunct to the fruit, vegetable, butter, poultry and produce trade generally."

WILL ERECT HEADING MILLS

The Kimball Heading Company, Inc., Garden City, Ala., of which company E. D. Kimball is president and manager, will erect a heading mill and is now considering machinery equipment.

STEEL COMPANY INCREASES ITS FORCE

Additional employees are being taken on at the plant of the Eastern Steel Company, at Pottsville, Pa., where night forces are employed in all but one of the departments owing to the rush of orders.

The R. C. Jones Lumber & Stave Co., Canton, Miss., has been incorporated with a capital stock of \$20,000. R. C. Jones and Tip Ray are among the incorporators.

S. S. Colvin, Pioneer Stave Manufacturer, Retires from Cooperage Activities

Way back in 1875, a husky Ohio lad of twelve got his first real job in a stave mill at Perrysville, Ohio. After going through the various stages of initiation, which really started the "tadding" staves during vacation days, at the tender age of nine, and becoming a full-fledged joiner at the ripe age of fourteen, he made a solemn vow that he would some day become the owner of a first-class stave mill. On his sixteenth birthday Silas Spencer Colvin, of the present Colvin-Williams Cooperage and Lumber Co., Gillett, Ark., started out from home with a dollar and a quarter in his pocket to shift for himself, got off the train at Deshler, Ohio, and walked seven miles to Deweyville, Ohio, where he secured a job of jointing on a probationary basis—he was to fix up a machine and produce first-class work or no pay. "Si," as he was familiarly known, knew he was safe, for he had already mastered all the jobs he had tackled around the stave mill. His "small sticks," careful grading and superior workmanship, soon won for him the sobriquet of the "Kid Joiner," and caused many of the old men to sit up and take notice. He stayed on this job for seven years and then started jointing with the Buckeye Stave Company, at Continental, Ohio.

In 1890, Mr. Colvin was made foreman and superintendent of the Buckeye Stave Company's double-knife stave mill and heading plant at Pleasant Bend, Ohio, which position he held for eight years and then was sent to Pemberville, Ohio, to build a mill. Shortly after that plant was in operation he built a mill at Hatton, Ohio, and was superintendent of both mills. In this capacity of superintendent, he soon acquired one-third interest in these two plants with the Buckeye Stave Company. "Si" had made good his vow.

Having quit school at the age of twelve, Mr. Colvin knew that in order to mix among business men and become a successful manufacturer, he should have a good education, so he worked hard during the day and studied equally hard at night. Two men had preceded him as superintendent at Pleasant Bend and had failed to "make good," but he succeeded. Mr. Colvin gives much credit for his success to Mr. Bushong of the Northwestern Cooperage and Lumber Company, Gladstone, Michigan, who at that time was part owner of the Buckeye Stave Company. A few years later, Mr. Colvin bought the other two-thirds interest in the Pemberville mill, thereafter operating the mill under the name of the S. S. Colvin Stave Company, until he sold it to the Jacob Lapp Cooperage Company.

In June, 1909, Mr. Colvin purchased a half interest in the Bachaman Cooperage Company, at Hyman, Missouri, which business was about to go into bankruptcy. With Mr. Colvin as president and general manager and Mr. G. E. Spitzer as secretary and treasurer, the name was changed to the Lorwood Cooperage Company, and the business was carried on very successfully.

In 1916, he and Mr. Spitzer bought one-half interest in the St. John's Cooperage Company, at New Madrid, Mo., and this plant was operated successfully for three years. Mr. Colvin was president and general manager



MR. S. S. COLVIN

also of this concern. In 1919 the boilers of this plant played out and the mill was in bad shape, so, together with J. L. Williams and S. R. Williams, the latter his son-in-law, he purchased the machinery at New Madrid and built a first-class one-knife mill at Gillett, Arkansas, which is now operated under the name of Colvin-Williams Cooperage and Lumber Company. Along with his other activities Mr. Colvin served as national inspector for a number of years, and was a prominent member of the Labor Board during the years of 1920 and 1921.

All of which foregoing leads up to the announcement that after devoting fifty vigorous years to the continuous manufacture of good quality staves, Mr. Colvin has decided that he is entitled to a well-earned rest and has consequently disposed of all his Missouri and Northern Arkansas interests and returned to his old home at Pemberville, Ohio, to live among his old friends. His Gillett interests have been turned over to Mr. S. R. Williams, who is now president and general manager of the Colvin-Williams Cooperage and Lumber Co., and who has been very instrumental for several years past in developing this plant, which is not only considered one of the very best in Arkansas, but is located in perhaps the finest timber section in that State. Inasmuch as Mr. Williams has had a number of years' tutelage under Mr. Colvin he is thoroughly conversant with every branch of the business and is "carrying on" successfully.

With Mr. Colvin in his retirement goes, we know, the best wishes of his many friends throughout the cooperage trade. May continued good health, happiness and contentment attend you, Mr. Colvin.

W. P. Anderson Speaks on "Old Settlers' Day" at Gideon, Missouri

Friday, April 20th, was a gala day in Gideon, Mo. It was designated as "Old Settlers' Day" and "Field Day" for the public schools of 1,400 inhabitants. This little town on the Frisco has been growing like a green bay tree during the past twenty-three years. Its industries have been increasing rapidly, and among other things now include one of the largest lumber companies in Missouri, the Gideon-Anderson Lumber and Mercantile Co.; two farmers' cotton gin corporations; a stave mill, a planing mill, a first-class electric light plant, two railroads, a large commercial bank, a hand mill and a public school system employing 16 teachers in the city and 12 in the rural schools immediately adjoining the town.

The Gideon Chamber of Commerce is one of the liveliest institutions of its kind in the State. The Commercial Bank of Gideon has for its president W. P. Anderson, of the Gideon-Anderson Co., slack cooperage stock and lumber manufacturers, with general sales offices at St. Louis.

Old Settlers' Day witnessed one of the greatest turnouts ever seen in the history of southeast Missouri. An elaborate program was provided for the entertain-

ment and instruction of all who came. The day was delightful and the outdoor festivities were very much enjoyed. One of the principal addresses was entitled "The Progress of the Community," the speaker being Mr. W. P. Anderson, of St. Louis, Mo., who is one of the principal factors in Gideon industrially, commercially and otherwise, having for twenty-three years left nothing undone to bring the town to its present splendid proportions in the commercial life and activity of southeastern Missouri. The address delivered by Mr. Anderson was as follows:

"The Progress of Community"

During the past 100 years, no State in the Union, perhaps, has made greater progress industrially, commercially and otherwise, than the commonwealth of Missouri. And it is safe to say that no section of the State has made greater progress within the same period than that tier of counties usually designated as Southeast Missouri. New Madrid County, rich in historical associations and likewise rich in natural resources—agricultural, mineral and otherwise—is, without a doubt, one of the most interesting in point of history, as it is also from the standpoint of the naturalist and

the industrialist. The town of Gideon, which today is celebrating the end of a period in its onward march to a higher and better stage of civilization, is easily one of the newest and most energetic towns in the entire State of Missouri. The old settlers who are gathered here today can bear ample testimony to the wonderful growth which Gideon has achieved in the past quarter of a century, and the present speaker, like many others identified with its upbuilding, can hardly realize how very marked, indeed, has been the rise of this thrifty little community from the primitive stage of 25 years ago. The old-timers gathered hereabout today are rich in anecdotes which illustrate the primitiveness of Gideon, even so far back as 20 years ago.

Speaking for myself, my friends and fellow citizens, I am not only proud, but glad for the part which myself and my associates have been permitted to play in putting Gideon on the map industrially in this section of the great State of Missouri. What has been accomplished during the past 23 years is a wholesome indication of what may be accomplished with the same degree of effort and unswerving ambition during the next quarter of a century. We who are gathered here today can only indulge in prophecy, but it will not take much of a prophet to predict a brilliant future for a town whose inhabitants are animated by such an indomitable spirit as has characterized the people of Gideon for the past 23 years. Your Chamber of Commerce, your public schools, your banks, as well as your industrial and commercial establishments, your hotels and manufacturing industries, will bear favorable comparison with cities of much larger size and larger population in any part of our beloved country. You have every reason, indeed, to be especially proud of your schools, your churches and your welfare agencies generally. The high pitch of enthusiasm which has characterized the promoters of Old Settlers' Day, is justified by the splendid history which is inseparably interwoven with this city and section. The historical pageant which we have been permitted to witness today, is an ocular demonstration of the great part which this section has played in the development of the trans-Mississippi country. The discoverers who first set foot upon the hallowed spot which you have beautified and made rich by the development of all the civilizing influences of modern times, were animated by the same high spirit which throbs in the hearts of the pioneers into whose faces I am looking this afternoon. The history of every country is told in the history of our own. The pioneers who blazed the pathway of civilization in southeast Missouri are honored today by this celebration. Their memory is kept green by their descendants, not a few of whom are still residents of this region of blessed memory to the early settlers, and we feel certain that as the years pass and Gideon rises to its full height of municipal progress and social and intellectual development generally, that the names of the pioneers will be lovingly enshrined in institutions bearing their name which shall serve to perpetuate the deeds of the men who made this progress possible.

The fertility of the soil has become a byword in southeast Missouri, and the riches of our agricultural wealth are sometimes compared to the delta of the Nile. Let us make an ideal, that our artistic and general cultural development shall keep pace with our commercial and industrial progress at all times, so that Gideon, in the years that are to come, may rise to a degree of eminence which will enable her to take her place among the forward-looking communities of the country generally.

Mr. Anderson began very humbly in Gideon 23 years ago, and step by step he has co-operated with the finest men of that section in building new houses, good roads, fine stores and other requisites of a growing city. The officers of the Gideon-Anderson Lumber Co. are W. P. Anderson, president; M. S. Anderson, vice-president; C. F. Meentemeyer, secretary, and N. M. Mumma, treasurer. These same men are the officers and directors of the cooperage activities of the Gideon Cooperage Co., and are leaving no stone unturned to place that little community of Gideon on a plane commensurate with the agricultural and general industrial possibilities of the section in which it is so admirably located. The Chamber of Commerce was organized in 1922 and is doing peculiar work in boosting Gideon and the surrounding country in every manner possible.

W. P. Anderson returned to St. Louis April 23d, and expressed his enthusiasm in no uncertain terms on the success of Old Settlers' Day to the correspondent of the JOURNAL, who dropped in to make an inquiry about the success of the celebration at Gideon on the 20th inst. Mr. Anderson is keenly alive to the future of that section and believes that Gideon has possibilities unsurpassed by that of any community of its size and population in the great commonwealth of Missouri.

Since 1850

this Company and its subsidiaries have been producing Tight Staves and Heading

LUCAS E. MOORE STAVE CO.

NEW ORLEANS

NEW YORK

RELIABILITY!!

The whole category of business virtues are summed up in this word. Interpreted in terms of cooperage merchandising it means absolute and positive dependability in business practice—manufacturing and marketing.

It Covers

Seasoned Timber — Efficient Manufacture — Honest Grading and Count—Faithful Delivery—Just and Reasonable Prices—and a Fair and Square Selling Policy

Our reputation for Absolute Reliability is firmly established

THE
VAIL-DONALDSON COMPANY
United Home Building - - - ST. LOUIS, MO.

Slack
Cooperage
Stock

STAVES
HOOPS
HEADING



NEW "ORAM" RAPID BILGE-HOOP
REMOVING MACHINE



HOOP RIVETING MACHINE



FIFTY YEARS
of
"Knowing How"

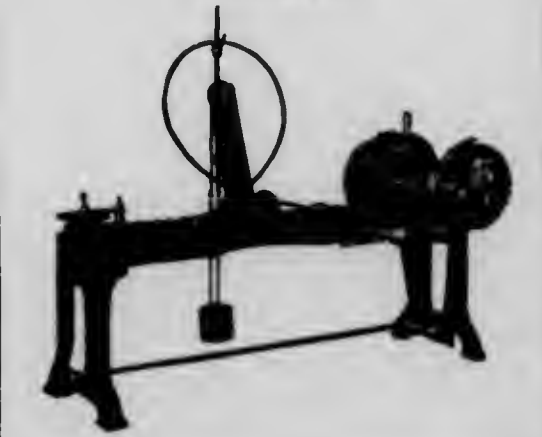
ESTABLISHED 1872
INCORPORATED 1914

HEADING PLANER



USE OUR
STEEL
Truss Hoops
"MADE RIGHT"

WINDLASS

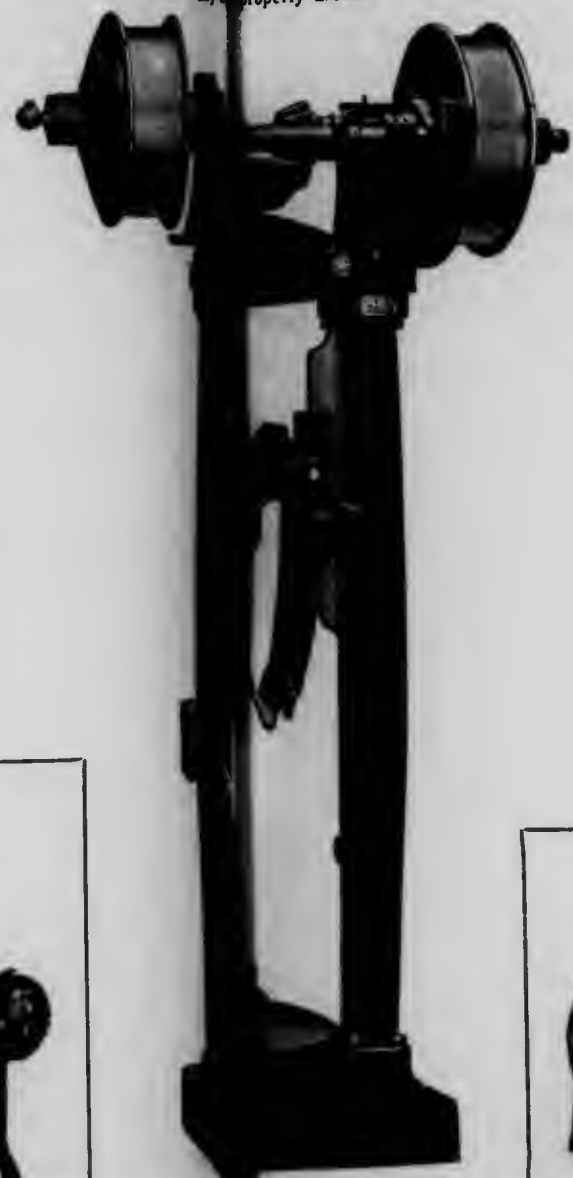


IF IT IS M'S IT IS RIGHT

THE BEST MACHINERY FOR THE BEST CONTAINERS
AND FOR THE USERS

"THE OLD RELIABLE" DRIVING MACHINE

"ORAM" STAVE DRIVING MACHINE
DURABLE
Capacity—As fast as 600 to 1,000 packages per
day properly driven

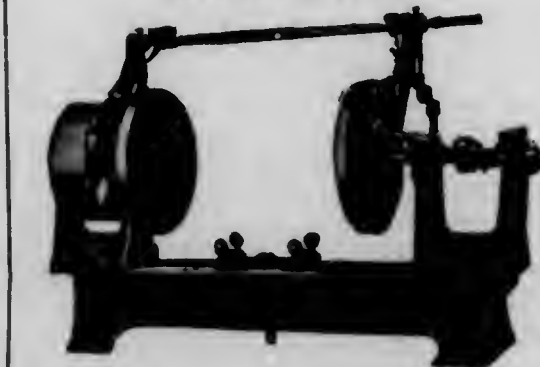


STAVE JOINTER



USE OUR
STEEL
Truss Hoops
"MADE RIGHT"

BARREL LATHE



NEW "ECONOMY" (PATENTED)
HEADING-UP MACHINE



PUNCHING, FLARING AND SHEARING
MACHINE



105 PAGE CATALOGUE
No. 22—New Issue

"Always the Best"

ASK ANYBODY

THE JOHN ORAM CO.

STAVE, HEAD, BARREL MACHINERY

CLEVELAND, U. S. A.





The above Cooperage Stock Buyer has plenty of contracts and low-priced stock purchased but he is not getting it.

Many consumers are in this predicament, having unfortunately purchased from the wrong sources. The moral is evident.



National Manufacturing Co.

GENERAL MOTORS BUILDING

"The Leading Cooperage House of America."

DETROIT, MICHIGAN

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

Splendid Showing of Work Done During One Year By Slack Trade Extension Department

To maintain existing cooperage markets and open new ones, the Slack Cooperage Group of The Associated Cooperage Industries established a Trade Extension Department on May 1, 1922, and employed a field representative.

The functions of the department, as outlined in a program of trade extension were submitted and adopted at the convention held in Atlantic City, 1921. This program equipped the field representative with the latitude and scope of trade extension work and has been the guide in directing publicity and trade promotion activities over a wide area of the country during the past year.

The plan in operation can best be understood by reporting the actual work already performed in the interest of the industry by field representative, A. H. Hughes, and the resume as prepared by Secretary Hirt, which follows, makes inspiring reading, at the same time that it should awaken every slack cooperage and cooperage stock manufacturer not yet contributing to this vital work to the immediate realization of their obligation in the matter of safe-guarding the life of their trade package, the wooden barrel, as well as increasing and extending its use. The order of work done by the Trade Extension Department during the year May 1, 1922, to April 30, 1923, comprised:

(1) Barrel exhibits displayed, booklets and advertising literature distributed, interviews on barrel usage held with consumers and prospective users of cooperage at the following conventions:

1922

May 16-19—National Association Purchasing Agents, Rochester, N. Y. Field representative attended to establish personal contact and secure information for future work.

May 24-27—National Confectioners' Association, Chicago, Ill. Field representative attended to establish contact and secure information for future work.

June 14-16—National Lime Association, Cleveland, Ohio. Field representative attended to establish personal contact and secure information for future work.

July 11—Middle Atlantic States Fruit Growers, Washington, D. C. Exhibit.

July 13-14—Joint Meeting Maryland State Horticultural Society, Easton and Berlin, Md. Exhibit.

July 26-27—Illinois State Horticultural Society, Hardin, Ill. Exhibit.

August 1-2-3—Indiana State Horticultural Society, Vincennes, Ind. Exhibit.

August 16—Ohio State Horticultural Society, Coalton, Ohio. Exhibit.

August 23—Allegheny-Garret Fruit Growers' Association, Cumberland, Md. Exhibit.

September 11-16—National Exposition of Chemical Industries, New York City. Exhibit.

October 16-17—National Poultry, Egg and Butter Show, Chicago, Ill. Exhibit.

October 30-31—Southern Poultry and Egg Shippers', Nashville, Tenn. Exhibit.

November 13-18—Fourth Annual Mid-West Horticultural Exposition, Council Bluffs, Ia. Exhibit.

November 23-24—Southern Illinois Fruit Growers' Association, Mt. Vernon, Ill. Exhibit.

December 5-8—Michigan Apple and Potato Show, Grand Rapids, Mich. Exhibit.

December 11-12-13—Arkansas State Horticultural Society, Fayetteville, Ark. Exhibit.

December 11-16—Missouri State Horticultural Meeting and Apple Show, Joplin, Mo. Exhibit.

December 19-20-21—Illinois State Horticultural Society and Apple Show, Champaign, Ill. Exhibit.

1923

January 2-6—Heart of America Poultry and Apple Show, Kansas City, Mo. No attendance. Exhibit taken care of by officials of Missouri State Horticultural Society.

January 10-11-12—Maryland State Horticultural Society, Frederick, Md. Exhibit.

January 10-11-12—New York State Horticultural Society, Rochester, N. Y. Exhibit.

January 15-19—"Farmers' Week," University of Missouri, Columbia, Mo. No attendance. Exhibit taken care of by officials Missouri State Horticultural Society.

January 17-18-19—American Fruit and Vegetable Shippers' Convention, Chicago, Ill. Exhibit.

January 23-27—Pennsylvania State Farm Products' Show, Harrisburg, Pa. Exhibit.

January 29-February 2—"Farmers' Week," Michigan State Horticultural Society, East Lansing, Mich. No attendance. Exhibit taken care of by secretary of Horticultural Club, University of Missouri.

February 6-7—Thirteenth Annual West Virginia State Horticultural Society, Charlestown, W. Va. Member failed to have exhibit on hand.

February 12-16—American Ceramic Society, Pittsburgh, Pa. Exhibit unnecessary. Large display of ceramics packed in barrels.

February 21-22-23—New York State Horticultural Society, Poughkeepsie, N. Y. Exhibit.

March 5-6—Missouri Egg and Poultry Shippers' Convention, St. Louis, Mo. Exhibit.

(2) Publicity matter in the shape of addresses on barrel usage before trade associations, retail store associations and business men's clubs.

(3) Visits to executives of industries where steel drums and other kinds of substitute containers are used and where wood barrels may be given patronage.

(4) Publicity matter in the shape of literature and window display cards hung in wholesale and retail stores, telling patronizers of the sanitary value of wooden barrels and the conservation of the family budget by buying food products in bulk form.

(5) Publicity matter by circularizing fruit and vegetable growers, food and commodity manufacturers throughout the United States; booklets, pamphlets and explanatory letters have been issued and are still going.

(6) Requested investigations on discontinuance of patronage and barrel complaints by customers were executed to the number of twelve, which were reported to the members requesting such investigation.

(7) Compilation for circularizing purposes of a list of fruit and vegetable growers operating throughout the country. A roster of chemical, lime, candy and ceramic manufacturers. A roster of purchasing agents. Food and other manufacturing industries' lists now being compiled.

(8) Publicity matter in the shape of descriptive barrel booklets showing classified list of slack cooperage members. Two booklets have already been issued; one covering the chemical industry, the other covering fruit and vegetables. About three thousand of these booklets have been distributed to actual and potential users of cooperage. Booklets covering other slack cooperage consuming industries are now in process of preparation.

(9) Because of the newly-evolved barrelette being placed on the market to meet the competition of boxes and baskets for apples, special efforts were directed toward pushing this container for public patronage. The barrelette has been shown at all summer meetings of fruit growers and winter apple shows in eleven States, resulting in making the barrelette known to fruit growers throughout the country.

(10) Attendance at college meetings, horticultural conventions, fruit and vegetable shippers' conventions, chemical expositions and trade associations conventions brought 235 inquiries and trade opportunities, all of which were handed to members in the weekly Trade Extension Bulletin. In addition 82 trade inquiries were received through trade paper advertising, circular letters, etc.

(11) Advertising space was utilized with advantage and at the psychological time and place in *Chemical and Metallurgical Engineering*, *The Fruit Grower*, *The Packer*, *The New York State Fruit Grower*, and in college programs of farm week meetings.

(12) The campaign is nation-wide in scope and has stimulated slack barrel patronage. In other instances the campaign has been beneficial in holding patronage now existing.

TRADE ASSOCIATIONS APPROVED

Approval of the existence of properly functioning trade associations for each important branch of industry and commerce in the country was voted by business organizations affiliated with the Chamber of Commerce of the United States in a preliminary referendum canvass April 13th last, results of which were announced April 18th by the National Chamber. Eight separate propositions relative to the activities of trade associations were submitted. The affirmative prevailed by good majorities in every case. The propositions and the vote in each case follow:

"First: Because of numerous useful and important functions of obvious propriety, trade associations should exist for each important branch of industry and commerce." Result: For, 1,692; against, 6. Necessary to carry, 1,132.

"Second: A trade association should have such a membership that it can be representative of the industry in connection with problems affecting the general advance of the industry." Result: For, 1,675; against, 5; necessary to carry, 1,120.

"Third: A trade association should be prepared to consider all problems affecting the general advance of its industry or branch of commerce." Result: For, 1,666; against, 14; necessary to carry, 1,120.

"Fourth: Trade associations should continue free from special forms of governmental control." Result: For, 1,596; against, 86; necessary to carry, 1,122.

"Fifth: Statistics of capacity, production, stocks and sales should be collected by a trade association for its industry or branch of commerce." Result: For, 1,653; against, 20; necessary to carry, 1,116.

"Sixth: Statistics of actual prices in closed transactions should be collected by a trade association for its industry or branch of commerce." Result: For, 1,520; against, 133; necessary to carry, 1,103.

"Seventh: Any interpretation of statistics or other comment which could induce or facilitate concerted action on the part of members should be omitted by a trade association." Result: For, 1,487; against, 130; necessary to carry, 1,079.

"Eighth: Statistics of capacity, production, stocks, sales and prices a trade association should make as available to the public and to government agencies interested in following the course of the industry and commerce as to members." Result: For, 1,334; against, 282; necessary to carry, 1,077.

The propositions were taken from the report of the special committee created by action of the Board of Directors of the National Chamber in 1922 to "make a general survey of trade associations, consider activities of trade associations which are in the interest of the public and of the fields of enterprise which are represented." Philip H. Gadsden, of Philadelphia, vice-president of the United Gas Improvement Company, headed the committee as chairman.

The committee expressed itself as of the opinion "that, while a minority of trade associations may have engaged in practices which have laid them open to complaint under the law with respect to restraints of trade, the vast majority have proved their great value for the advancement, day by day, of the processes of production and distribution."

In expressing opposition to government control of trade associations, the committee said:

"The possibility that a trade association may err by violating a statute no more justifies any attempt on the part of governmental authority to control trade associations in all their activities than the possibility of illegal acts on the part of individuals warrants like supervision over all their actions. Such supervision would inevitably restrict the freedom of action of trade associations in meeting the problems which they exist to solve."

The committee laid down as its recommendations three rules with relation to the statistical activities of trade associations, as follows:

"Reports of members to their association should be accurate and sufficiently complete to prevent misconception."

"As distributed to the membership, the statistics should not be accompanied with any interpretation or other comment which could induce or facilitate concerted action on the part of members."

"All statistics regarding prices should be confined to closed transactions, and should not refer to pending transactions or future transactions."

Summarizing its conclusions the committee said:

"The committee believes that trustworthy information concerning capacity, production, stocks, sales and prices is essential to the effective operation of industry and trade under competitive conditions. The voluntary reporting of such information to trade associations and the subsequent publication and dissemination of such information in a manner which makes it available not only to contributors but also to consumers and to the public generally, is beneficial alike to the field of business and the public and does not constitute a restraint of trade."

SOUTHERN STAVE CO. HAS FIRE LOSS

Fire caused a \$4,000 loss in the plant of the Southern Stave Co., at Manchester, Tenn., recently. The loss included the saw mill, bolter, two heading saws, equalizer and a stave saw, as well as a large amount of timber.

F. J. Davidson, T. L. Bogart and A. T. Knox, of New York City, are the interested parties in a new Cooperage Sales Company, just organized with a capital stock of \$50,000. Cooperage materials will be handled.

The Texas Working Barrel Manufacturing Company, Fort Worth, Texas, has been organized with a capital stock of \$5,000. Incorporators are J. Chanowsky, Mary Chanowsky and Adolph Chanowsky.

The Wooden vs. The Steel Barrel

The Chess & Wymond Co., Louisville, has recently published in full the argument of an oil company on excessive costs of steel packages and the heavy repair costs that accompany use of such packages. The company in reprinting this argument turns it into an interesting reason why the reliable wooden package is the superior of the metal package. The circular statement, under its fitting title, with an introductory by the Louisville Coöperage Co. is as follows:

"All Is Not Gold That Glitters"

Buyers of several of the larger oil companies have listened to the siren strains of the steel barrel propagandists and have invested many pieces of silver in these alleged "economical" steel containers. Many of these buyers were sold on the idea that steel containers do not leak, but it is a fact that leakage claims are as common to steel containers as wooden containers. Also larger invested capital, interest charges in dull times, repairs and depreciation charges, bookkeeping and tracing expense, return freights and other items not necessary with wooden containers, are being added to the cost of doing business. We reproduce in toto an excerpt from the salesmen's bulletin of one of the largest oil companies in the world which points to some of the disadvantages of the steel barrel.

The Matter of Returnable Steel Barrels

Salesmen by educating users on how to handle, store and ship returnable steel barrels can help to reduce reconditioning expense. A great source of loss to the company has been the cost of reconditioning the thousands of damaged returnable steel barrels which reach the works from customers and domestic branches each year.

The matter became one of more than passing importance, so the general department, after making a thorough investigation of the situation, decided to charge back unusually heavy reconditioning charges and the cost of barrels, which, because they are beyond repair, have to be rejected and scrapped.

Statistics show that seventy-five per cent. of all the steel barrels returned to the works are dented or have damaged heads. Twenty per cent. of this number are so badly damaged that costly reconditioning is necessary in order to make perfect packages of them again.

Four men at the works, operating machinery specially designed for the purpose, do nothing else but recondition the damaged containers.

A considerable number are received in such bad condition that reconditioning is impossible. These are thrown out, each scrapped barrel being a loss to the company.

Many of the "returns" have a skin or coating inside, not caused by lubricating oil, which must be removed before they can be refilled with our products.

Hundreds of barrels come back with the bung plugs so badly damaged that they have to be replaced with new ones.

Little wonder that the returnable steel barrel was found to be eating into the profit made on the sale of the oil it contained.

It does not require any heavy thinking to learn the most common cause of all the trouble. It is just plain carelessness on the part of those charged with handling, storing and shipping the barrels. The general impression is that steel barrels will not dent or become otherwise damaged.

As a result, they are handled with all thought of caution abandoned. They are dropped from one level to another, run against one another and angular objects which may be in their path.

A specific cause of injury is lack of damage used in freight cars to brace the consignments of empty containers. Naturally, without proper bracing, the barrels hang into one another while in transit, with attendant damage.

The bulged heads result from the admission, by our customers, of air into the plug holes as a means to force the flow of oil.

Many purchasers of our lubricating oils in returnable steel barrels, use the empty container to store other fluid materials, such as chemicals and paint. These substances invariably leave a skin or coating over the entire inside of the barrels which our works report as difficult to remove.

The matter of damaged bungs is serious. They are substantial, malleable castings, with clean, symmetrical socket type heads. Every plug is carefully and accurately threaded.

In spite of their adaptability to the use of common types of socket wrenches for removal, plugs reach us showing that the hammer and cold chisel seem to be the only tools in existence.

Edges are broken off as a result of hammering. The socket and tops are irreparably damaged through the use of the cold chisel, hammer and other improper tools.

The remedial antidote to cut down the present high cost of reconditioning our returnable steel bidge barrels is education of our customers, proper methods of handling, storing and shipping of the containers by our field representatives.

Every salesman should point out very clearly to those of his customers who buy in returnable steel barrels, the terms of the contract or order having reference to the credit for the return of these barrels in good condition.

But he should do more than that. He should go around to the back doors of the plants from where he gets his steel barrel business and talk over the matter with Bill, Joe and Mike, those individuals who are in charge of and use containers. In man-to-man manner, he should explain to Bill how his company is being asked to pay for the damaged containers and how this policy affects him. Care in handling the containers should be stressed.

Instructions should be given on how to remove with a screw-driver the tin seal from the plug, and then the plug with a socket wrench, and not with hammer and chisel.

The interested personnel should be cautioned against using air to force out the oil and the consequences of the practice pointed out.

Request that every empty barrel be stored carefully, preparatory to the assembly of a return shipment and not be used to store other substances—and then returned.

When the customer returns in carload lots, the shipping clerk should be prevailed upon to see to it that the barrels his company returns for credit are braced securely in the freight car.

Understand, we do not want or expect our salesmen to make special trips to do "special duty" work on this proposition. Rather it should casually be made part of every call on your "steel barrel" customers. But on the other hand, do not slight the obligation.

Coming to an understanding now is going to preclude a lot of unpleasantness which would otherwise occur at some future time.

The good old reliable wooden barrel, which has given perfect service for centuries, does not have to be handled like a new-born baby in order to avoid being damaged, says the Louisville Coöperage Co. Simply fill the barrel and ship it and no more worry or expense. You don't have to "educate" your customers and annoy them with instructions about how to take care of your barrels. Nor have you any big capital investment, interest charge, repair charges, tracing charges, bookkeeping charges and other annoyances and charges incident.

As an important trade hint to barrel users the Louisville Coöperage Co. closes its circular announcement with this suggestion: "Eliminate all package worries by using CHESNEYCO barrels."

A. E. THOMAS READY TO DO BUSINESS

A. E. THOMAS, SEARCY, ARK. Yours truly has been playing the ground-hog for the past two years, and this being a good time to come out, with some possibility of doing a little business, thought I would advise you of some changes. First, I have assumed all of the interests of the once Thomas-Bowman Coöperage Co. and am the sole owner of the business at this time. Secondly, I will repair, resume operations and in the near future will be able to take care of the former trade which I have served during the life of the company. General conditions in this locality forced suspension of operations during the last two years, as we could not operate with no means of egress or ingress, but this handicap now being eliminated, we are going ahead and will try to serve the general trade as before.

TUB FACTORY SPEEDS UP

W. J. Croke, manager of the Arnold tub factory, West Washington Street, Bloomington, Ill., recently installed two machines designed to speed up the output of the factory. One of the machines is a riveter which will rivet hoops for 400 tubs a day. The other is a heading turner similar to the one already installed. The present output is close to 1,500 tubs a day; but this is not enough to satisfy the demands of the trade.

ENTERPRISE COOPERAGE CO. HAS FIRE

Several hundred barrels were destroyed April 13th when flames swept the yard of the Enterprise Coöperage Company, at Snyder and Commercial Avenues, Philadelphia, Pa. Quick work on the part of the firemen prevented the blaze from spreading to the buildings on the premises.

SU-DEX WOOD CURING MAKES STAVES AND HEADING READY FOR USE IN BARREL IN 38 HOURS

BROOKLYN, N. Y., April 13, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Mr. Hand, of the barrel department of the Standard Oil Co., advised the writer that you publish one of the leading journals devoted to the cooperage industry, and we would be pleased to receive a copy of your paper. We are patentees of the Su-Dex wood curing process, and we believe it will interest you and the readers of the JOURNAL, to know that we recently cured-dried oak fresh felled staves, staves and heading from Arkansas, ready for use in barrels in 38 hours, dried to five per cent. without checking, warp, etc. We await a copy of your JOURNAL with interest.

Yours very truly,

SU-DEX WOOD CURING CO., INC.

G. E. RICE, V.-P., and Gen. Mgr.

PRACTICAL FACTS ABOUT BELTING

"Practical Facts About Belting" is the title of a publication, bound in convenient loose-leaf form, now being distributed by the Chas. A. Schieren Company, 38 Ferry Street, New York City, manufacturers of the famous "Duxhak" belting. The publication is intended to be a practical manual on belting and power transmission for engineers, plant executives, production managers, maintenance men, factory superintendents, foremen and purchasing agents. The book is full of practical, plainly stated facts in regard to the transmission of power by means of leather belts. It includes a discussion of the different types of drives; practical facts about belting, such as belting rules and ratings, horsepower, etc., care and operation; proper methods of joining the ends of belts; alignment of drives; moist conditioning; V and round belting; comparative operating cost of leather and rubber belting; selecting the proper kind of belt; some data on how leather belts are made; plant layout, showing methods for the most economical arrangement of belt drives; locating motors and sizes of shafting. The book was originally planned in twelve sections to be published on the installment plan, in order to give the reader an opportunity to go over the separate sections as fully as they are released. However, the success of the book has been so marked that the Chas. A. Schieren Company has decided to extend its publication to eighteen sections instead of twelve, as had been originally planned. Engineers and others interested in belting and belting problems will find in this book an unusual amount of practical and usable information that they can apply in their own mill or plant. Considering the enormous amount of belting in use in the cooperage industry throughout the country, this book should prove of vital interest to men concerned with production and management. Copies of the book will be sent on request to the Chas. A. Schieren Company at their New York address.

COOPERAGE BURNS

Fire originating from a stove destroyed Frank Miller's cooperage, Norway Street, York, Pa., at 6:45 o'clock, April 2d. A new Republic motor truck was destroyed by the flames, the total damage being approximately \$6,000. The cooperage works was a two-story frame structure. Adjoining buildings were endangered by the flames, but the efficient work of the firemen prevented the fire from spreading.

FINDS "JOURNAL" INTERESTING AND USEFUL

FOOTSCRAY, VICTORIA, AUSTRALIA, Jan. 26, 1923. EDITOR, THE NATIONAL COOPERS' JOURNAL:

We enclose herewith money order covering subscription to THE JOURNAL for year ending October, 1923. We find THE JOURNAL interesting and useful.

Yours faithfully,

FEDERAL CASK CO. PTY. LTD.
W. HARTSHORN, Sec.

LUMBER PRICE INFLATION IS CHECKED

KOSTER PRODUCTS COMPANY, PORTLAND, ORE.—Business is good with logger and lumberman. Lumber price inflation appears checked and result might give us a prosperous 1923. General business is also becoming more active throughout this State.

The Columbus Barrel and Coöperage Co., Columbus, Ohio, has been incorporated with a capital stock of \$50,000. The incorporators of the new company are Jacob Mattlin, Harry L. Feidenberg, Jacob Skalar and Sigmund Ornstein.

Fire destroyed the barrel and cheese-box factory of Collier & Cole, Picton, Ontario, on April 3d. The entire stock of barrels was destroyed. No insurance was carried.

CARELESSNESS IN THE COOPER SHOP AND ITS COSTLY RESULTS By Practical Cooper

Negligence in the cooper shop is carelessness plus and it makes a whole lot of trouble and expense all along the line as everyone suffers—the one who buys the barrels, the one who receives the filled packages and finds them leaking, and the railroad which transports the shipment. And most of all detrimental effects are those which the cooperage trade suffers by the turning out of poor barrels.

When the Lathe Strips the Bilge

A recent inspection made by the writer was of a shipment of cottonseed oil, every barrel of which was leaking at the bilge, the quarter hoop would not stay on the barrel; the trouble, of course, being that the staves had been jointed wrong and the barrels had too much bilge. Some of the leaking barrels were emptied and upon inspection it was found that they had been turned on the lathe and the bilge had been stripped from the bilge being as thin as a shingle, which readily accounts for the leaking condition of the barrels. You could drive down the bilge hoop all you liked but you could never stop the barrels from leaking.

Carelessness is the answer to the above shipment of leaking barrels. Carelessness on the part of the man jointing the staves and carelessness on the part of the man turning the lathe and taking off too much at the same time that he failed to keep one end of the barrel tight. You can not turn out No. 1 barrels and rush them through the lathe in one operation, stripping the bilge to do so. It can't be done.

Charred Barrels in a Lard Shipment

Another bit of carelessness was recently noted in a lardery shop. Barrels which had been charred on the fire were sold to a packing company, which company filled the packages with lard and shipped them to the bakery. What kind of lard was it? I saw the baker take the head out of one of these barrels and what a black mess was exposed. The baker phoned the packing company and they sent over another shipment, but this all caused a bad delay and much annoyance as the baker had to work all night to make up for time lost. If every worker will observe the real spirit of co-operation they will give of their best to the firm that employs them, and carelessness of all kinds will soon disappear and the cooperage trade will reach its goal of perfection: "A QUALITY BARREL," not some times, but "ALL THE TIME."

Proper Care of Machines Saves Time and Money

If cooperage machinery operators would get the thought fixed in their minds that the machine entrusted to them is their own for the time being they would be surprised to know how much easier and better they could work by giving the machine some kind of care in the way of keeping it cleaned and oiled. They would have the satisfaction of knowing that their machine was turning out A-1 work and that no complaints were being registered against their output. Such workers will never hear the other men saying, "Tom's machine got red hot this morning and kept everything behind, making us ninety barrels short in our daily output." Negligence, in not oiling machines, causes bad losses when the whole factory has to be idle.

Seeing Is Believing

Coöperage companies want to know what kind of barrels their plants are turning out, and I think it would be a liberal education for all concerned if some of the leaking shipments could be returned so that they could be inspected by both the companies and their men.

Why Send Out An Imperfect Barrel?

Take a barrel that is leaking at the chime, for instance. An experienced eye will know at once that the chime of such a barrel has been bruised. Now if the barrel had been made right that would not have caused the barrel to leak. On examining such a barrel the other day it was found that the crozing machine had cut the chime in too deep on one side of the barrel; the stave was $\frac{3}{8}$ " thick and the groove was cut in $\frac{1}{4}$ ". What else could be expected but a leaking barrel. The question is, "Why send a barrel like that out?" It should have been cut down for a half-barrel. If the man at the machine had been taking an interest in his work that barrel would not have left the factory with the chime cut through.

Mutual Benefits

Next to his home a man should take an interest in his work and in the welfare of the establishment in

which he is working, but this is not the general condition of affairs, but it could be if employers would inaugurate the bonus system for work well done. Further, and in closing, there is no doubt but that the employees that are given some interest in the plants or business in which they are working prove to be quick overcomers of all those faults which are so costly. Interest is the key-note of efficiency, and that is why the worker who has a share in his employer's business rarely ever is listed as careless and negligent. He is working for mutual benefits—that is why.

PROPER DEVELOPMENT OF RAILROAD FACILITIES WILL ASSURE FIVE STEADY YEARS OF BUSINESS PROSPERITY, SAYS SAMUEL VAUCLAIN

The importance to the business of the country of adequate transportation was the subject of an address made by Samuel Vauclain, president of the Baldwin Locomotive Works, before the members' council of the New Orleans Association of Commerce on April 12th. It was Mr. Vauclain's opinion that the United States is going to be 25 per cent. busier than now within the year, and that the only thing needed to assure five years of prosperity was the proper development of its transportation facilities. Railroad tonnage, he said, is greater than ever before, and unless the facilities of the carriers are expanded to meet the demand made upon them, business will be crippled seriously and suffer losses out of proportion to the cost of providing the necessary facilities for handling it. Instead of agitating for lower rates, business men should insist on higher rates, in order that the carriers may raise the money for necessary improvements and equipment, prominent among which were new and efficient terminals for freight and passenger and additional engines to haul the increasing freight tonnage. Among other things, Mr. Vauclain said:

"America is now the world's busiest nation. Half of Europe is dead; there is no hope for Russia within a generation except through invasion from the outside. England is losing trade because of the conflict between capital and labor, and France only is holding its own. Germany sought to evade payment of reparations, and to capture world trade through deliberate depreciation of the mark, but will be forced to settle because of the French invasion of the Ruhr.

"The Latin-American nations and Cuba, on the other hand, are setting an example to the United States, because they are building up their transportation interests.

"My company loaned the Argentine Republic \$3,000,000 so it could buy \$10,000,000 worth of equipment from us. That money is being paid back. In Cuba two years ago we held debts of \$8,000,000 when the bottom dropped out of the sugar market. We continued to do business with Cuba, which only owes us \$2,000,000 today, and we control 85 per cent. of the Cuban business."

Mr. Vauclain also made a strong argument in favor of the open shop, which has always been one of the cardinal principles of his company. He criticized sharply the methods of Samuel Gompers and other labor leaders, and cited in contrast the harmonious relations which had always existed between his company and its employees through observance of the open shop principle, which he said was provided under the constitution of the country, which gave every man the right to work for whom and how much he pleased.

QUOTATIONS FOR EXPORT

From time to time articles appear in periodicals of various kinds encouraging American manufacturers to make their proposals c. i. f. foreign ports. In other instances these manufacturers are urged to be liberal in granting terms to buyers overseas. In still other instances the writers plead with our manufacturers to offer products that conform to the specifications of foreign buyers. Careful discrimination should be exercised by those who attempt to follow these suggestions, for often the ideas expressed are only half-truths or even less dependable statements.

If a manufacturer is to solicit export business seriously, his first step should be to establish a definite policy—making c. i. f. quotations to foreign purchasers only when he is fully satisfied that his organization is in a position to handle the business on those lines. It sounds very simple to quote c. i. f. foreign port, but in making such a quotation the manufacturer should realize that there are many kinds of marine insurance, and unless matters are very clearly comprehended misunderstandings may arise. Some goods should be insured w. a., others f. p. a., etc., and a manufacturer incurs very definite responsibilities if he undertakes a c. i. f. transaction without having all details regarding insurance precisely understood. Correspondingly, in connection with freights, there are many kinds of bills of lading, and a manufacturer should not undertake to make quotations inclusive of freight to foreign ports

unless he has in his organization men who are thoroughly experienced in handling such subjects.

The suggestion that liberal terms be extended to foreign buyers implies that the manufacturer has in his credit department facilities for examining the credits of buyers in distant countries, and it is scarcely practicable for a manufacturer to develop such machinery unless he has a reasonably large volume of foreign business.

These are matters that are handled daily by companies making a business of export. It will be found that the work of arranging for ocean freights, marine insurance, the financing of a shipment while in transit, the handling of steamer and insurance claims, and the supervision of a consignment from factory to destination is a business in itself and forms one of the legitimate activities connected with the handling of any foreign shipment. Until such time as a manufacturer has a volume of sales large enough to justify him in expanding his own organization to cover these functions, his business will probably be handled more cheaply if he delegates this work to one of those companies that specialize in it.

WILLIAM S. HINZIE

William S. Hinzie, pioneer stave manufacturer, died at his home in Memphis, Tenn., on the afternoon of March 22d, at the age of 59 years. Death was due to pneumonia. Mr. Hinzie was a native of Illinois. When 25 years of age he moved to Louisiana and engaged in the manufacture of staves, moving from there to Arkansas and then in to the Memphis territory. Mr. Hinzie is survived by a widow.

NICHOLAS P. HOBAN

Nicholas J. Hoban, head of the cooperage firm of P. Hoban, Cincinnati, Ohio, and one of the oldest subscribers of the JOURNAL, died at his home in Cincinnati, April 9th, after an illness lasting several months.

Mr. Hoban was 70 years of age and was widely known and highly respected for his manifold activities, both in business and civic affairs. He served for some time as a member of the Board of Directors of the Chamber of Commerce. His welfare work led him to take the presidency of the St. Joseph Orphan Asylum for several years. He also was one of the founders of the St. Vincent de Paul Society in Cincinnati.

Mr. Hoban is survived by his widow, one daughter and four sons, to each and all of whom the JOURNAL extends sincerest sympathy in the bereavement that has come to them in the loss of so estimable a husband and father.

"BLUE BIRD"

The Guaranteed Apple Press



BUILT OF SELECTED HICKORY AND COLD-ROLLED STEEL. NON-TWIST FOLLOWER CARRIED ON HEAVY GUIDE-RODS. EXTRA STURDY CROSS-MEMBER AND DRIVE-SCREW. THREE-INCH SCREW-SOCKET IN CROSS-MEMBER AND REINFORCED CUP IN FOLLOWER. HEAVILY BRACED TO INSURE RIGIDITY.

THE STRONGEST, FASTEST, MOST SATISFACTORY HAND PRESSES IN THE WORLD

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S. N. NELSON
Manufacturer and Dealer in
Tight Cooperage Stock
Cut-Offs a Specialty
744 Randolph Building, MEMPHIS, TENN.

CEMENT "PYRAMIDING" HIT
On April 17th cement manufacturers called the attention of Secretary Hoover to one of the less desirable effects of the building boom. They declared consumers, in order to make sure of their supply, were "pyramiding" orders with two or three manufacturers at the same time. An endeavor, it is reported, will be made to develop some means of checking orders.

The Ozark Heading Company, Lamar, Ark., is installing new machinery in their plant at that place.

A. L. POESSEL & COMPANY
Tight and Slack
Cooperage Stock
Staves-Hoops-Heading
Quotations Cheerfully Made
208 So. La Salle St. Chicago, Ill.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COMPLETE STAVE AND HEADING OUTFITS
Used machinery rebuilt by experts, production guaranteed.

STAVES
Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney, Oram, Dreadnaught, Gerlach, Joiners, Oram, Gerlach, foot power, Cutters, Greenwood No. 3 and No. 4, Crozers, Oram, Gerlach, Holmes, Presses, Wayne, Hoosier.

HEADING
Saws, Noble, Greenwood, Trevor, 48" to 60", Planers, Trevor, Rochester, 20" and 24", Turners, Greenwood, Trevor, Gerlach, Oram, Joiners, Greenwood, Trevor, Oram, Rochester, Presses, Noble, Greenwood.

MISCELLANEOUS
Knife Grinders, Noble, Defiance, Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

FOR SALE—One complete set of Greenwood Heading Machines, with belting and line shaft and dry kiln; 50 horse power engine and boiler. Will sell complete for \$1,500, or will sell without engine and boiler for \$1,000.

Also have for sale sawmill for \$125.00.
Address "HEADING," care of "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE

Holmes No. 48 hoop driver, Brady double-end trusser, St. Joe Stapling machine, Toledo hoop welding outfit, Bliss hoop-forming machine, 60-inch Greenwood heading jointer, Greenwood power-feed heading jointer, Greenwood power-feed heading boiler, Whitney 20-inch stave saw, Oram double-wheel stave jointer.

All machines guaranteed.
WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

FOR SALE

REBUILT STAVE AND HEADING MACHINERY
Two Greenwood Heading Turners, One Heading Sawing Machine, One No. 4 Stave Cutter, **ROCHESTER BARREL MACHINE WORKS,** Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

FOR SALE—20 x 43 Whitney Stave Sawing Machine complete, practically new. **TREXLER COOPERAGE CO.,** Allentown, Pa.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices. Address E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—One full line of tight cooperage machinery, windlass, lever, trusser, crozier, heading-up machines, lathes, thin hoop drivers, hoop punching machine, flaring machine, riveter, expander, truss hoops all sizes. All in good condition, used until January of this year. Address "TIGHT," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE—One Glader double-power hoop punch. Address W. F. ROBERTSON STEEL AND IRON CO., Cincinnati, Ohio.

FOR SALE—Full line of butter tub and barrel machinery. **AURORA COOPERAGE CO.,** Aurora, Ill.

HELP WANTED

WANTED—A capable man as working foreman of a machine slack cooperage shop. Address GERMANTOWN CO-OPERATIVE ASSOCIATION, INC., Germantown, N. Y.

WANTED—Capable superintendent small tight stave mill. Will have full charge. State experience, salary expected, etc., in first letter. Address "MILL," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Foreman for slack heading and stave plant. Must have experience in the manufacture of slack heading and staves. In answering give reference as to ability in making such stock. Address "FOREMAN," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Two good, reliable and industrious slack barrel coopers. Steady employment for the right kind of men and at good wages. Apply THE EDWIN BELL COMPANY, 17th Street, South Side, Pittsburgh, Pa.

SECOND-HAND BARRELS WANTED

WANTED—Second-hand charred pickles, vinegars and cider barrels; also second-hand oils, tars, pitch and glucose barrels. State kind, quantity and price in first letter.
AMERICAN COOPERAGE CO., INC.,
235 Russell St., Brooklyn, N. Y.

WANTED—To buy second-hand turpentine oil and half oil barrels. **JOHN EBERSBERGER, INC.,** 257 Wilson Avenue, Newark, N. J.

WANTED—Five thousand second-hand heavy staved packing barrels. Any kind of dry barrel would answer purpose. Do not need to be coopered. As long as they hold together until they reach us they will be accepted. Quote prices f. o. b. Pittsburgh, Pa. Address NORTH SIDE COOPERAGE CO., 2238 La Place Street, Pittsburgh.

PLANT FOR SALE

FOR SALE—A cooperage plant in one of the best fruit belts in the United States; good for at least 100,000 apple barrels a year in a city of 35,000 population. Plant is located on railroad siding which connects with five different lines over which shipments can be made. Also have retail coal business, connected with cooperage that would be included in sale. Address "APPLE," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MISCELLANEOUS

WE are in the market for one trip steel drums in good condition, also cotton-seed oil and No. 1 Lubs. Quote prices f. o. b. Philadelphia. **HUGH O'DONNELL, INC.,** Meadow and Snyder Avenues, Philadelphia, Pa.

PLANT FOR SALE

SLACK STAVE MILL FOR SALE

FOR SALE—Slack stave mill, good location for timber; fifteen acres of land, on White River. Address INDEPENDENT COOPERAGE COMPANY, Ft. Wayne, Indiana.

FOR SALE—Slack stave plant located on the White River in Arkansas. For full particulars address "GOOD CHANCE," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—About one carload 5/4-foot hand-stave ash hoops; half carload 4-foot 4-in. coiled ash hoops. Address PROCTOR BROS. & CO., Nashville, N. H.

FOR SALE—TIMBER LAND

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousa, La.

STOCK WANTED

WANTED—A carload of second-hand dog heading sizes 20 1/4-in., 20 3/4-in. and 20 1/2-in. Heads do not have to be flagged and heads with knot-holes would be accepted, as they are not to be used to head barrels with liquids. Terms, cash. Quotations f. o. b. Pittsburgh, Pa. Address NORTH SIDE COOPERAGE CO., 2238 La Place Street, Pittsburgh, Pa.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with one half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,600 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address **STONE HILL WINE CO.,** Hermann, Mo.

FOR SALE—We have to offer in carload quantities first-class hardwood syrup barrels, coca-cola barrels and heavy staved wine barrels. Also first-class vinegar barrels. Make offer, don't ask for price. **TOLEDO BARREL & BAG COMPANY,** Toledo, O.

POSITION WANTED

WANTED—Experienced slack cooperage superintendent would consider changing position to connect with aggressive firm who needs a thoroughly capable man. Address "References," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position by young man with many years experience in the buying and selling of new and second-hand tight barrels, also in the management of office; would consider changing position to connect with aggressive firm who needs a man who knows the business thoroughly. Address "C. M.," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WANTED—The agency for selling new white oak hardwood kegs, half barrels and barrels for a good responsible concern. Address **JOHN EBERSBERGER, INC.,** 257 Wilson Avenue, Newark, N. J.

BUYERS' DIRECTORY

BARREL ELEVATORS AND CONVEYORS
Hollingshead Co., J. D., Chicago, Ill. Front Cover
Oram Co., The John S., Chicago, Ill. 11-15

BARREL HEATERS
Culwell Cooperage Co., New York, N. Y. 24
Hollingshead Co., J. D., Chicago, Ill. Front Cover
Hynson Company, The, St. Louis, Mo. 1, F. C.

BARREL MACHINERY
Clough & Will Machine Co., The, Cleveland, Ohio 22
Groves Machine Works, Chas., Chicago, Ill. 1, H. C.
Holmes Machinery Co., E. & H., Buffalo, N. Y. 1, F. C.
Marten, Grahm & Andersen, San Francisco, Cal. 14-15
Oram Co., The John S., Cleveland, Ohio 14-15
Rochester Barrel Machine Wks., Rochester, N. Y. Back Cover
Rochester Barrel Machine Wks., Philadelphia, Pa. Front Cover
Weimer Engineering Works, Philadelphia, Pa. Front Cover

COOPERS' FLAG
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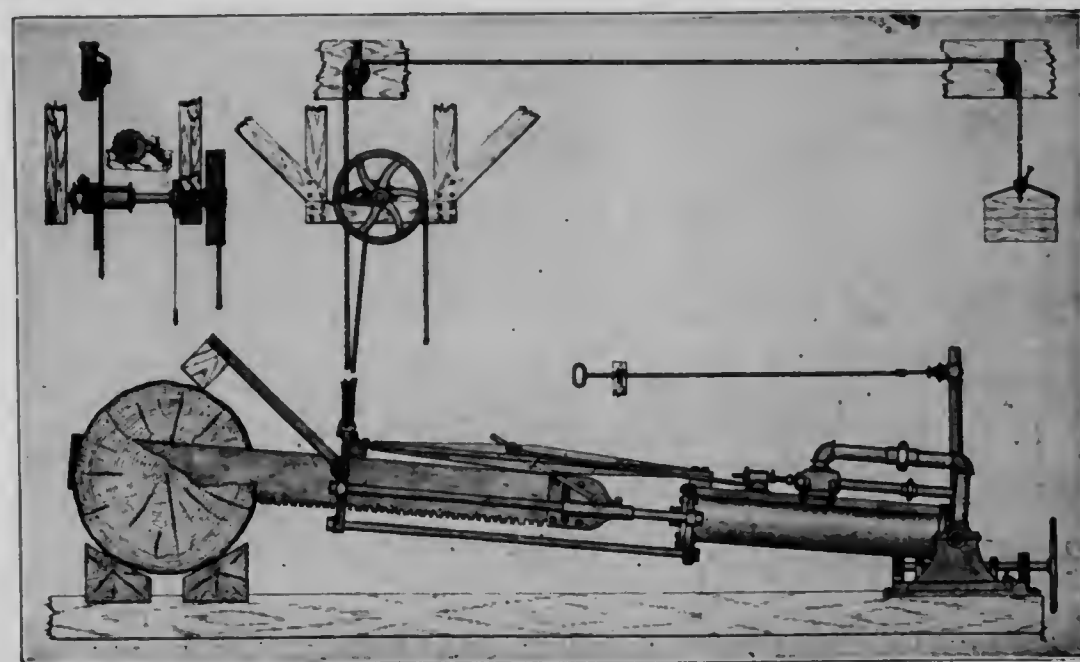
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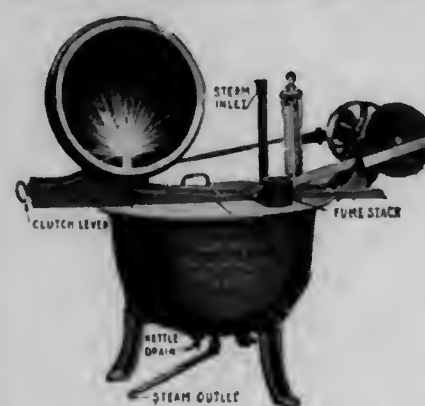
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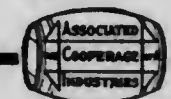
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Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—size optional with purchaser. Additional sizes furnished at nominal cost. Head changes made in 10 minutes.

Capacity, 700 to 1000 barrels daily

We will be glad to send you descriptive literature

CHAS. GROTHES MACHINE WORKS

CHICAGO

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ILLINOIS



TREVOR Patent Automatic Heading Turner

The fastest and best built Turner—Frame cast solid—Correlated speed—Equally adapted to hard and soft woods. Built in three sizes for circling Heading for Barrels, Kegs, Pails, Tubs, Veneer Drums, Cheese Boxes and Hampers from 8-inch diameter up to 32-inch diameter.

We specialize in STAVE HEADING and HOOP MACHINERY

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The kind that functions without any petty annoyances and irritations, that is courteous, helpful and efficient, and that is pledged to the perfect satisfaction of our patrons--- that is "HENNING" service.

We offer you the facilities of this service in the purchase of

Tight Cooperage Stock
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Slack Cooperage Stock
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**BARRELS
CASKS
KEGS**

Enormous Factory Capacity
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Cars Straight, Matched or Mixed

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GERLACH MODERN MACHINERY

Produces

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Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 800 pounds weight. We manufacture machinery for sawing, jointing, planing and crossing, staves; for sawing, jointing, dovelling, planing and circling heading.

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for cooperage material you naturally prefer to give it in the confidence that your business is appreciated and that you will receive dependable goods in exchange for your dollars.

We pledge our word

that your orders for either tight or slack cooperage stock will receive a warm welcome in our office and that we will exercise the most exacting precaution to insure that the goods delivered will give entire satisfaction.

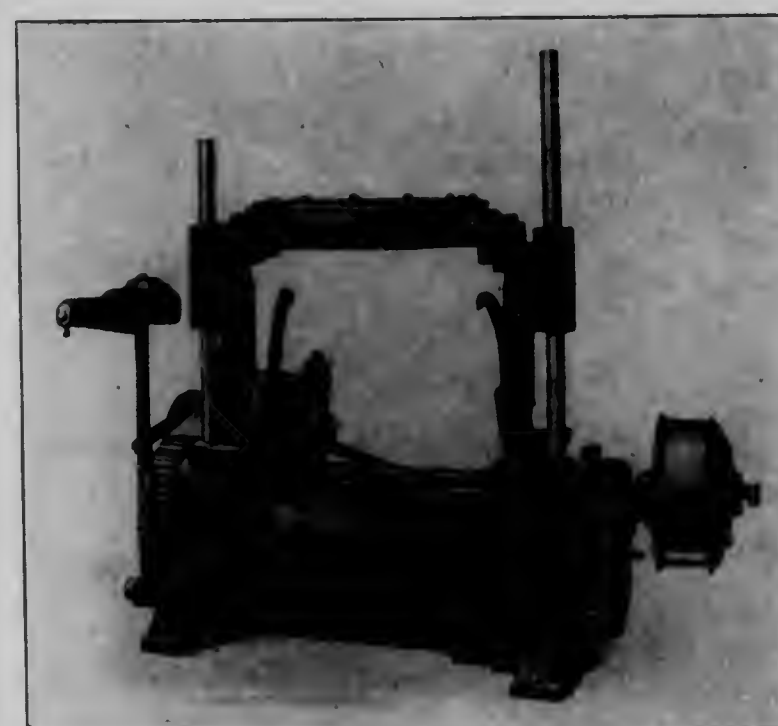
THAT IS PART OF OUR BUSINESS POLICY

The Paragon Cooperage Co.

TIGHT AND SLACK COOPERAGE STOCK

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Speed-Durability-Efficiency

are the three outstanding features of our

HEADING-UP MACHINE

FOR TIGHT BARRELS

Operates with

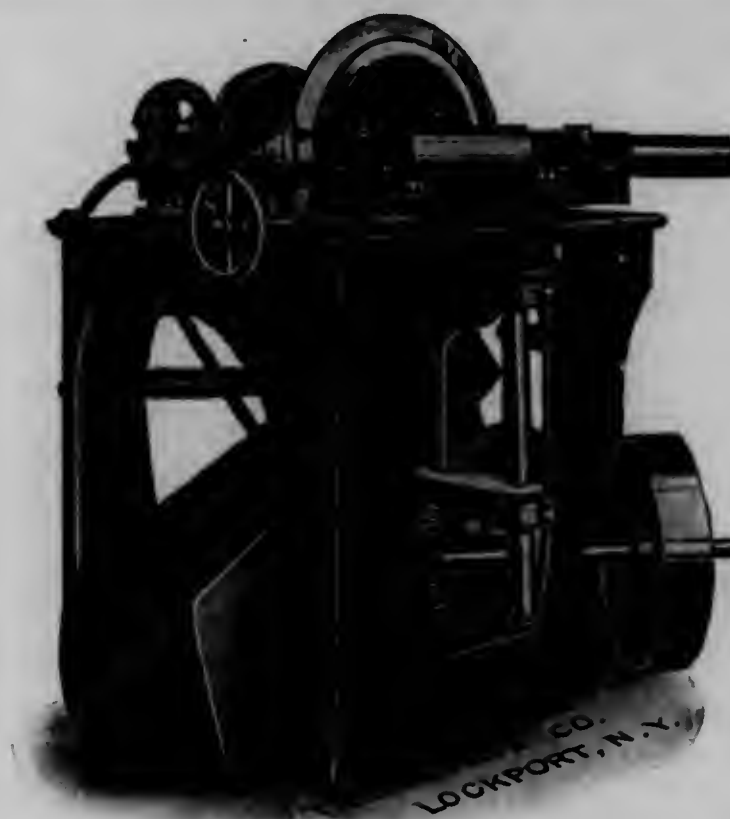
MINIMUM OF POWER and MAXIMUM OF EFFICIENCY

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CHICAGO :: :: ILLINOIS



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No. 5 HEADING TURNER showing new belt feed arrangement, dispensing with worm, worm wheel and bevel gears.

This Turner is designed for Circling Slack Keg Heading, Barrel Heading and Square Edge Covers.

We manufacture a full line of Slack Stave and Heading Machinery.



No. 4 Special Stave Cutter

A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

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NEW YORK



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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 39

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Philadelphia, June, 1923

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No. 2

THE National Manufacturing Company of Detroit not only fill their contracts and furnish what they have sold at the time of delivery specified, but ship "The Best Stock."

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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"THE CHAMPION"
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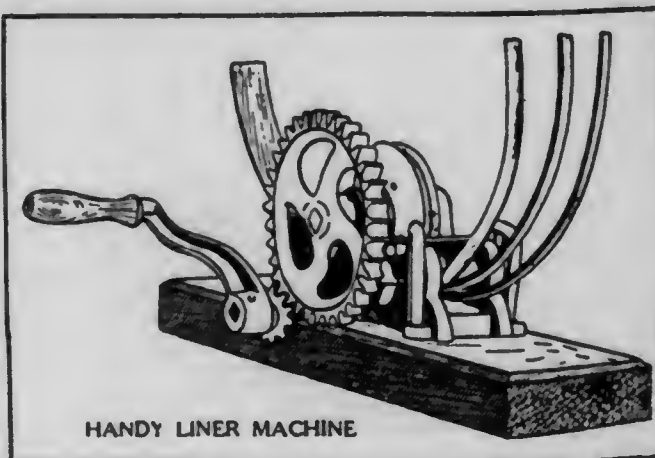


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GET one of these money saving machines. Make head liners out of your broken hoops. It pays for itself in a short time; it works so easy that a boy can operate it. This is only one of our many celebrated tools.

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If it comes from HYNSON you know it's right.

June, 1923

THE NATIONAL COOPERS' JOURNAL

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RELIABILITY!!

The whole category of business virtues are summed up in this word. Interpreted in terms of cooperage merchandising it means absolute and positive dependability in business practice—manufacturing and marketing.

It Covers

Seasoned Timber — Efficient Manufacture — Honest Grading and Count—Faithful Delivery—Just and Reasonable Prices—and a Fair and Square Selling Policy

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Salt, Lime, Fruit and
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Barrels

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Drives the hoops on oil, vinegar and similar barrels.

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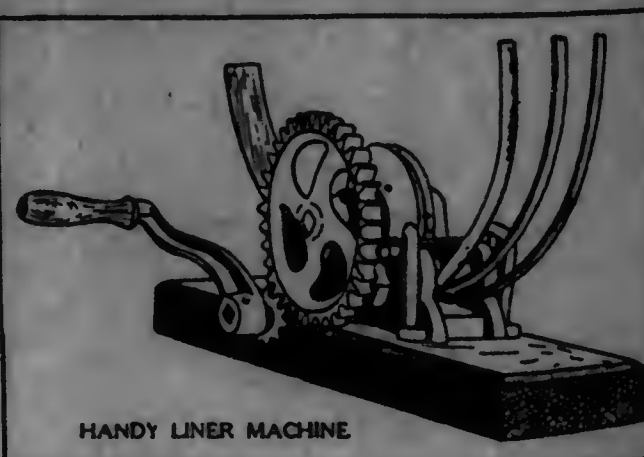


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HOOPS
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STOCK FOR
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Salt, Lime, Fruit and
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Barrels

Alcohol, Wine, Oil, Syrup,
Fish, Olives and all kinds of
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Shipments is Coming on**

With a Good Log Supply, Perfect Kiln-Drying System
and Good Railroad Facilities
We are Prepared to take care of that
RUSH ORDER
QUALITY COUNTS
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LOOK FOR OUR
TRADE MARK
**QUEENCITY
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New Hampshire Stave & Heading Mill

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We are now equipped to furnish
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Does "INDEPENDENT" flash in your
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We Want It To!!

We want you to know us — our business
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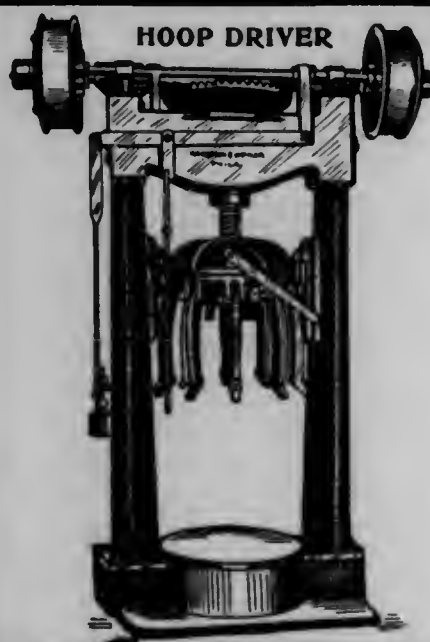
*Cordial Business Relations
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Fort Wayne Indiana

Slack**Staves****Hoops****Heading**

*Straight,
Matched or Mixed
Cuts*

*Apple Barrel Stock
Now!*



HOOP DRIVER

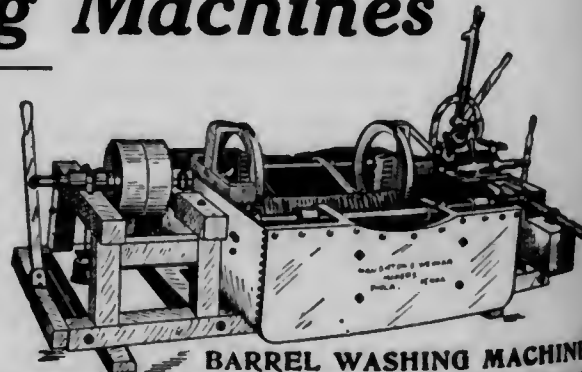
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Special Machines Built to Order

In building our machines we seek to gain the highest
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FORTY-FIVE YEARS IN THE BUSINESS

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**TIGHT
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Red Oak, White Oak and Ash
from 9" to 23" in diameter
of the best quality

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**STAVES
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Thirty years of
Quality pro-
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disposal. * *

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CASKS
KEGS**

Enormous Factory Capacity
Huge Timber Holdings
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Cars Straight, Matched or Mixed

CLEVELAND, OHIO

YOUR GOOD-WILL

means much to us. We regard it as the most valuable asset of our institution. As a principle of our fixed business policy we are striving by every honorable method to merit your confidence.

In pursuit of this policy we are offering you

All kinds of Slack Cooperage Stock -- Staves, Hoops, Heading

COTTONWOOD STAVES

that are honestly made, honestly graded, honestly sold and honestly delivered

MEMPHIS THE W. M. DAVIS STAVE COMPANY TENNESSEE



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is what we aim to sell

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Do You Know

the Finest

Apple Barrel Stock Comes from Saginaw

FOR years we have been manufacturing a grade of SLACK STAVES, HOOPS and HEADING that "Sets the Standard for Quality" and the grade we supply for the Apple Trade makes clean, bright, substantial barrels, the kind of packages that win commendation for the Cooperage Trade.

**Order Now--Straight or
Mixed Cars**

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Slack Cooperage Stock STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths



Heading all Diameters

MILL SHOALS COOPERAGE COMPANY
Syndicate Trust Bldg. ST. LOUIS, MO.

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest dependable goods.

We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

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The National Coopers' Journal

PHILADELPHIA, JUNE, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 2.

THIRTY-NINTH
YEAR

New Orleans Reports Steady Run Of Trade Is Now General Order of the Cooperage Industry

In former times the cooperage industry in this section was marked by brief periods of feverish activity, followed by longer periods of dullness, in which little work was done and little business expected or sought. Those times and conditions have passed. We no longer have the periodic rush seasons nor the long periods of dullness in the trade, and are approaching a condition under which the trade will have a reasonably good business the year round.

Vegetable Trade Still Calling for Barrels

The vegetable season is no longer a little flurry of good business in the middle of the winter, but now extends throughout the spring. Even yet some of the shops here are still at work on good orders for potato and green corn barrels. The potato barrels are, of course, well ventilated. Some coopers when making these barrels use a jointer with an improved bedplate and knife that cuts quarter-moons out of the staves; others hold their staves, a bale at a time, under the hung-hole borer, while still others simply put up a common No. 2 barrel, and then chop holes in it with a hatchet. Nobody seems to care very much how it is done, just so the barrel is ventilated.

Salesmanship Big Factor in Determining Kind of Package Used

The large shipments of green beans that are still going out from some points in this section are mostly packed in hampers, but there are still a good many shipments of miscellaneous vegetables packed in crates, hampers or barrels, according to the individual taste of the shipper, or, according to which package salesman sees him first.

Steady Barrel Demand for Non-Beverage Alcohol

The business done by the big distilleries here is enormous, and constantly growing, and, in spite of the "drums" of various kinds that are used, there is a large and steady demand for barrels for non-beverage alcohol. This is a good and permanent business.

Petroleum Products Big Users of Wooden Barrels

Another mainstay of the cooperage trade is the business in barrels for petroleum products, for whether the oil refiners buy their barrels ready-made or maintain shops of their own, it is still a cooperage business. For oils the wooden barrel still has to compete with the steel container, but for other petroleum products, such as asphalt and paraffine wax, the wooden barrel is everywhere the cheapest package, and is generally recognized as the best.

The Wooden Barrel and the Salt Trade

The fashion for salt packages fluctuates, but it is gratifying to note that at the present moment it inclines towards barrels, and business in that line is pretty good. This trade, however, is rather uncertain, as many shippers are slow to recognize the merits of the barrel as a container for their products.

Soft Drink Trade Takes High-Class Tight Barrels

The soft drink people do a big business all the year round, but this is their harvest season. They are good buyers for high-class tight barrels for syrups and extracts, though they do not buy many slack barrels for containers for bottles, empty or filled. They buy all their sugar in barrels, and in that way get all the cooperage they need, with a good many extras to offer to the second-hand trade.

The Cooper's Profit Margin—Can It Be Increased?

It is pretty generally conceded that the cooper here is working on too close a margin, but no one has any suggestions to offer as to how this can be remedied. Mill men admit that the prices of stock are rather high, but declare that if they are to come out even prices must advance still higher, and stock does show a marked tendency to rise, though prices are not by any means established, or uniform.

Appropos Stock Prices F. O. B. Shipping Point or F. O. B. Destination

The mill man may quote \$16 to \$16.50 for No. 1 30-inch gum mixed staves, and from \$10 to \$10.50 for No. 2, but the cooper at once counters with the demand that these prices must be f. o. b. New Orleans, while

the mill man insists that they were meant to be f. o. b. shipping point, and it is impossible to say in advance which side will win the argument.

Logging Rules High

The mill men say that their greatest difficulty is in the growing scarcity and the high price of timber, but the price of stumpage varies, and the cost of logging may be high or low, according to the location. Usually it is high.

As to Timber Prices

One of our mill friends declares that the total timber cost at his mill is \$3 per thousand staves, and that the staves made from this timber will run 75 per cent. No. 1. Other mill men say that they are paying higher prices for their timber, and that their average of high-grade staves is 60 per cent, or lower.

We have seen stumpage quoted at \$5 per thousand feet, but the only lot of stumpage that we have actually seen change hands lately sold for \$7 per thousand feet, and we have no details regarding the cheaper timber.

Stumpage Allowance of Internal Revenue Bureau Varies from Timber Owners

The timber section of the Internal Revenue Bureau has held that \$5 per thousand feet is the highest allowance that will be made for depletion on 1923 stumpage, while the timber owners insist that the allowance should be at the rate of \$7 per thousand feet. Considering these various ideas as to price it may be said that our friend who gets his timber at a total cost of \$3 per thousand staves manufactured, is doing better than the average mill man.

As to "Blue" Cottonwood Heading

Some of our cooperage friends object strongly to "blue" cottonwood heading, and feel grieved when it is shipped to them. The natural color of cottonwood timber is white, and the "blue" cottonwood is the product of "sinks." When a cottonwood log has lain submerged in mud and water for an indefinite period, and is then fished out, its surface is found to be soft and rotten, while the center of the log, after the water has been drained out of it, is still solid enough to be manufactured into heading. This timber has undergone the first stages of decay, and lacks the firmness and elasticity of fresh timber, and has taken on a dark color, commonly described as "blue." If the mill men refused to work this timber, and threw it into the waste heap, they would not stay in the business. They are simply bound to utilize it. Still, when a cooper orders cottonwood heading in the expectation that he will receive tough, elastic wood, and that the heads will all be white and show off the shipper's brand to good advantage, it is a little hard on him to send him dead, soft, brittle wood, that is so dark in color that it will not show the brand.

Separate "Blue" and "White" Heading

Under the circumstances would it not save hard feelings if the mill man would keep the different colors separate? If this could be done the mill men, when booking orders, would specify that their cottonwood heading would be all white or all "blue," it is probable that the white cottonwood would command high enough a premium to pay for the labor of separating the colors, and, at the same time, it would enable the cooper to know what he was buying.

Crescent Cooperage Co. Incorporates

The well-known firm of Massman Co. has been doing a flourishing business in cooperage, handling a general line. Recently, however, their slack cooperage trade grew beyond the bounds originally contemplated by the management, and the Crescent Cooperage Company was incorporated, with a capital stock of \$50,000, to take over and handle that branch of the business.

This new concern is composed of well known men, and has a well established business. Its factory is located on the New Basin Canal near Carrollton Avenue, has excellent railroad facilities and plenty of room for expansion. The plant is equipped with the latest improved Holmes machinery, and its motive power is electricity. As for the capacity of the plant, it is well understood that barrel-making machines, or at any

rate the setting up and trussing machines have no fixed capacity, and even where all the work is supposed to be done by machinery, the volume of the output depends on the men. For this reason the Crescent Company has selected men who will try to keep up with the machines, for they must go the limit if they are to supply the trade that is already in sight.

The two great difficulties in the way of operating a cooperage are, securing the stock and securing the orders. The Crescent people seem to have overcome both of these difficulties at the very beginning, for they have a warehouse full of stock, and have enough orders booked to keep them going for some time, though, quite as a matter of course, they are still in the market for more stock, and welcome quotations, and are also on the lookout for additional business, and will welcome additional orders.

If you have heard any rumors about the decline of the cooperage business, and about this being the dull season, you should visit the Crescent Cooperage Co. and set yourself right.

The Crescent Cooperage Co., Inc., makes finished barrels, as well as shooks, and also handles slack stock in straight or matched carlots, and its business is both domestic and foreign.

The firm of Massman Co. is entirely distinct from the new concern, and is still doing tight cooperage business at the old stand, the Perdido Building, this city.

Ozark Cooperage and Lumber Co.'s New Plant Will Specialize on Nested Barrels

The other new cooperage plant here is that recently opened by the Ozark Cooperage and Lumber Co., in connection with the Sandusky Cooperage and Lumber Co.

This plant, which is known as the Ozark Cooperage and Lumber Company's shop, is positively the last word in the manufacture of barrels, and its opening marks a new era in the cooperage trade in this section.

The plant is a roomy one, and the twenty carloads of stock on which the business was begun seemed a very modest supply. The machinery is the Holmes make, and includes machines for tonguing and grooving the staves. For use in these machines the staves must have good joints in the first place, and this operation makes them absolutely perfect, and obviates the use of linings, even for barrels to contain the most finely powdered or granulated substances.

The JOURNAL has frequently recommended the use of "nested" barrels, to save freight and handling costs. The Ozark people have either profited by the JOURNAL's advice or come to the same conclusion independently, for they are specializing on the nested barrel. No ordinary freight car will hold more than 250 sugar barrels, and when you are in a hurry you will sometimes get stuck with a little car that will hold only 180 barrels, while 1400 nested barrels are rated as a minimum carload.

The business end of this enterprise is in the hands of Mr. W. B. Charlot, who for years has managed the southern business of the Ozark Cooperage and Lumber Co., and who is certainly known to every reader of the JOURNAL, while J. W. Schreier is the manager of the shop.

It is probable that there is not a man living who has had a more varied and extended experience in building and operating cooperage plants than Mr. Schreier, whose record extends from the cruising of the timber to the marketing of the finished products. He has furnished cooperage to plants all the way from those of the Barber Asphalt Co., in New Jersey, to those of the Standard Oil Co., in California, and he knows the requirements of that trade entirely across the continent. He was with the Standard Oil Co. when they installed their first machine cooperage in Pittsburgh, and he operated the first machinery ever built for the tonguing and grooving of staves. Thoroughly familiar with the business himself, he has on his force such veteran coopers as Robert Ragas—men who have had a lifetime's experience with the trade in this city.

WILL MANUFACTURE HOOPS

The McGehee Cooperage Co., a new concern, McGehee, Ark., has bought the interests of the Columbia Cooperage Co., and is ready to start operating. J. F. Spice, manager, says that his firm will employ about 40 people in the manufacture of slack barrel hoops.

Louisville Reports Strong Market Demand Ruling With Cooperage and Cooperage Stock Prices Advancing

A strong market is at hand, and with anything like a big summer demand for packages, some goodly advances in prices of packages look like a certainty. The long period of wet weather this spring has resulted in flooded southern woods. Cooperage stock is scarce and production light, while there is hardly anything to be had on inquiry. Labor is scarce and high, and the lumberman is bidding against the stave man for material, as well as labor.

Within the next few weeks there is a chance and a decided one, that kegs will show a decided increase, the smaller sizes jumping ten cents, and the thirty-gallon kegs may advance as much as 50 cents, with spirit kegs taking a seventy-five-cent advance. This may sound a bit wild, but it doesn't sound like idle talk after looking the situation over closely.

Half Barrel and Keg Sizes Lead in Tight Demand

It must be admitted that the demand in tight cooperage has swung away from the standard-size barrels and come to kegs and half-barrel sizes. Production must shift to keg cooperage more, as the demand is in keg stock rather than barrel stock. Barrel stock is not to be had, although at stiffer prices. Keg stock is not to be had at any figure. One buyer stated that out of 365 letters sent out, over sixty per cent. had been heard from, but no stock had been offered.

Labor Conditions, Etc., Militate Against Heavy Stock Production

One cooperage man in discussing the possibility of advancing prices remarked: "There is a lot of optimism in the market, but I can hardly believe we are in for a really good price for cooperage, although it must be admitted that for two years we have made very little money, even though we have had a fair volume of business. The cooperage trade has been working along on the wrong track and has been trying to see how cheaply it could produce and how much money it could lose in some instances. However, with labor and general conditions as they are today it does not look as if the market stands much chance of being flooded with cheap stuff for some time to come."

Tight Stock Price Market

Quotations on tight stock show spirit staves, \$120a \$125 a thousand, at mill points; inch heading, \$1.50 a set; three-quarter-inch heading, \$1.00 a set; white oak oil staves, \$75 a thousand; red oak, \$55a\$60 a thousand; gum, \$45 and strengthening; white oak circled heading, 45c a set; red oak, 40c; gum, 30c; jointed gum staves, 80c.

The Tight Barrel and Keg Price Market

The tight barrel and keg market shows oil barrels in white oak at \$290a\$3; red oak, \$275a\$285; spirit, \$475a\$5; gum, \$235a\$245; half-barrels, white oak, \$2.30; red oak, \$2.15; kegs, 5-gallon, red, \$1.25; white, \$1.35; 10-gallon, red, \$1.60; white, \$1.70; 15-gallon, red, \$1.75; white, \$1.85; 20-gallon, red, \$1.85; white, \$2; 25-gallon, red, \$2; white, \$2.15; 30-gallon, red, \$2.15; white, \$2.30.

The Slack Barrel and Stock Price Market

Flour barrels have advanced and are now quoted at 80c to 90c; sugar, 90c to \$1; one-head produce, 60c, two-head, 65c; poultry, 70c80c; sugar sized, No. 2 stock, produce, 70c75c. Local barrel assemblers report stock prices as slightly firmer, while No. 1 gum staves have been advanced a dollar a thousand, being quoted at \$14a\$16 a thousand for 28½a30-inch stock; No. 2, \$10a\$12; mill run, \$11a\$13, strong. Heading prices are stronger.

Flour size heading is quoted at 15 cents a set for No. 1, and sugar sizes at 17a18 cents for No. 1, with mill run two cents less and No. 2 at four cents under these prices. Six-foot elm hoops are \$30 a thousand.

Keg Manufacturers Are Oversold

Demand for tight barrels is picking up a little, while keg demand is showing a big improvement. Some of the plants are oversold on kegs and it is claimed that further enlargement of keg departments will have to be made shortly, or night work resorted to. Barrels will be better a little later on.

Good Apple Crop Looked For

In slack cooperage there is a fair demand as the flour people are taking some stock, and produce is beginning to open. Outlook is good, and it is claimed there will be a good apple crop this year, and also a big potato crop in July.

Reduction in Size of Tobacco Hogshead Would Mean Increased Business for Cooperage Manufacturers

The Louisville & Nashville R. R. recently issued a statement arguing for tobacco shippers to use a different style of container from the present hogshead. The present hogshead, which will run from 900 to 1,400 pounds, approximately, when loaded with tobacco, is a big, cumbersome slack package, and so large that but one tier can be placed in a freight car. The railroads argue that a smaller package that could be double-decked would result in tobacco taking a lower freight rate, as maximum car loadings could be greatly increased and cars would pay better dividends for the railroads. The old tobacco hogshead is one of the old-time mistakes and an economic loss to everyone, as it requires more labor to handle it than it should, and takes up too much space wherever placed. Reducing the size to a large drum size would let the slack cooperage people in on this business, which runs into a considerable sum annually. In fact, the tobacco hogshead is nearly as old-fashioned in modern transportation as the ox cart would be and it is high time that someone backed a movement for a change, as the farmers cannot be expected to take the initiative.

Louisville Cooperage Co. to Have Increased Storage Space

The Louisville Cooperage Co. has announced purchase of a lot 100 x 161 feet, at a cost of \$2,500, adjoining present company property, planning to use the additional space for storage of cooperage stock.

A Sudden Passing

An unusual story was received from Paducah, Ky., on May 15th, stating that W. A. Dallas, 73 years of age, laborer for the Paducah (Ky.) Cooperage Co., dropped dead of organic heart trouble, while remarking on the fact that he enjoyed such good health that he expected to live to be a hundred.

Louisville Cooperage Men Attend Annual Convention

Several Louisville men went to St. Louis for the recent meeting of The Associated Cooperage Industries of America, including W. A. Watts and C. M. Pate, of the Chess & Wymond Co., and W. Nick White and Vic Kaufman, of the Louisville Cooperage Co.

New Stave Plant in Operation

A new stave operation has recently been installed at Bankie, La., by the Holly Ridge Lumber Co., this operation being in charge of Marc L. Wymond, from Louisville.

Prediction on Future Barrel and Keg Market

Some well-posted cooperage men are of the opinion that a much stronger market on cooperage is in sight, and one man claims that during the last six months of the year indications are for an advance of from 15 cents to 75 cents per package, taking in the entire line and all sizes. Quotations on packages after July 1st are expected to be considerably stronger, it is said, due largely to the situation as regards raw material and labor.

Labor is much stiffer than it has been all through the South. Agricultural labor is scarce and a good deal is being said in the press concerning the efforts of northern manufacturers to take negro labor from the south, which has resulted in a considerable movement north and increased shortage of workers in the south. In Louisville building operations are very heavy and common labor is in demand. Local employers are now offering 35 cents an hour and offering pay each night to secure floaters and colored labor and also offering a bonus of \$3.50 for fifty hours' consecutive work, that is, fifty hours without lost time.

Personal Mention

C. M. Pate, vice-president of the Chess & Wymond Co., has gone east on a business trip, shortly following a return from a trip to eastern Kentucky timber districts.

WILL MAKE SLACK STAVES

The Southern Woods Products Company, a Fort Wayne, Ind., corporation, has started the building of a slack barrel stave plant in McGehee, Ark. It is expected the plant will be ready for operation by June 1st. The company will also manufacture basket veneer stocks. The latter department will be installed after the completion of the stave plant.

BUFFALO COOPERAGE MARKET

The apple crop is in as good condition as possible. The season is right up to the limit for backwardness, but the peach and cherry buds are opening now without the slightest sign of injury from frost, most of them showing promise of full crops. Apples, being less forward than they are in quite as good condition, although it is possible for them to be frozen yet. The season has seldom had as many spring frosts as this season but they have mostly been light.

Labor Shortage Felt by Fruit Growers

The only trouble the apple growers have to face is labor shortage. D. M. Singer, of Singer Bros., fruit growers at Wilson, N. Y., said the other day:

"Although farm laborers are paid an average of \$2 a month more in this locality than in other sections there is an acute shortage of farm hands. It is undoubtedly a general condition all over the country, probably traceable to the immigration restrictions. There is a great amount of building in Niagara County, which has absorbed a considerable percentage of the labor which would normally have turned to farm work. This condition has probably aided to bring about the labor shortage."

The Stock Price Market

An advancing market for hoops has been the feature in the slack cooperage trade in the past month. Prices are said to have gone crazy. Coopers thought they were too high a month ago, but since then a sensational advance has taken place. Heading is also considerably higher. Staves are up, but nothing like the rise in hoops. Quotations ruling May 20th are as follows:

No. 1, 30-inch elm staves	.....\$17.25@17.75
No. 2, 30-inch gum staves	.....13.00@13.50
No. 1, 30-inch gum staves	.....16.75@17.25
No. 1, 28½-inch elm staves	.....17.00@17.50
No. 1, 28½-inch gum staves	.....16.50@17.00
No. 2, 28½-inch gum staves	.....12.50@13.00
Mill run, 28½-inch gum staves, fruit	.....13.50@14.00
Six-foot hoops; six-foot-nine hoops	.....30.00@30.50
No. 1, 19½-inch basswood heading	.....17.00@17.50
No. 1, 19½-inch gum heading	.....17.00@17.50
No. 1, 17½-inch basswood heading	.....16.00@16.50
No. 1, 17½-inch gum heading	.....16½@16¾

Stock Prices Will Affect Apple Barrel Trade

A little barrel buying has started in the apple districts, but the advances in prices has prevented it from getting at all brisk. The prospects are that unless a decline takes place soon a good many growers will resort to the use of baskets again. They are unwilling to pay prices which the coopers will have to ask for barrels.

Tight Barrel Manufacturers Want Help

The shortage of men is affecting the tight-barrel cooperage trade in some sections, as is shown by an advertisement of a Rochester, N. Y., concern in one of the Buffalo papers, asking for experienced men for that line.

Canadian Sugar Trade Growing

The sugar refining business in Canada has been developed to a point where twice as much sugar is manufactured as the people of Canada can consume. If raw sugar does not come down in price, and the manufacturers do not get a larger export demand, they may ask the government for a bonus. They have testified lately before the government committee on agricultural conditions, contending that the advance in the price of sugar to the consumer over the pre-war level was not proportionate to the rise in cost of production to the refiner. Among increased costs are those for containers, which have gone up 133 per cent. Refined sugar has increased in cost 132 per cent.

Vinegar Manufacturers Were Foresighted

A member of the tight cooperage trade says that practically all vinegar manufacturers have barrels enough bought at cheap prices to take care of their present needs. High prices have resulted from an advance in staves, but it is expected that small demand will bring about a decline soon and that staves will come on the market more freely. Gum vinegar barrels are now quoted at \$2.70, red oak at \$3 and white oak at \$3.25.

Trade Briefs

George W. Little, sales representative, of Jackson Tindle, has been on one of the campaign committees for the joint charities and community fund this month. Among members of the cooperage trade from whose liberal donations have been received for this fund are W. K. Jackson, Edward B. Holmes and Frank T. Tindle.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

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The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

ONE FOR ALL—ALL FOR ONE

The outstanding feature of the Eighth Annual Convention of The Associated Cooperage Industries of America, which convened in St. Louis, Mo., May 8th and 9th, was the application of the tight coopers to join with the slack group in the carrying on of the trade extension work which has been under way during the past year.

The excellent work of Andrew C. Hughes, field representative, in the matter of boosting the wooden barrel, by means of personal contact with barrel users, both present and prospective, by barrel exhibits, etc., has demonstrated beyond a shadow of a doubt not only what fine benefits have already accrued to the cooperage industry through just one year's endeavor, but what vast returns will be derived as soon as the full weight of the entire trade, slack and tight, coopers and stock makers, is placed behind the extension program and every one interested supports and co-operates to the fullest extent of their resources.

It has taken the cooperage industry a long time to awaken to the need of and to get started on a trade saving, protecting and increasing business advertising campaign, but now that they have started it is safe to predict that not only will they keep going but that their speed will steadily increase and their activities enlarge until no point or place wherein the wooden barrel has right of way shall be overlooked or unprotected.

The JOURNAL congratulates the Slack Trade Extension Committee upon its efficiency and progressiveness; the slack group upon its loyal support of the movement, and Field Representative Hughes upon his untiring efforts in carrying out the trade extension plans during the past year. We also congratulate the tight coopers group upon its frank acknowledgment of the good results accomplished by the slack group and its equally frank request to join in the trade extension work.

When the Ninth Annual Convention of The Associated Cooperage Industries of America convenes in St. Louis, Mo., in May, 1924, the report on trade extension work will be well worth hearing. Such is the JOURNAL's belief and prediction.

DON'T MISS THE "JOURNAL'S" ANNUAL JULY APPLE NUMBER

All apple reports so far received bring the satisfying information that all is well with the crop to date, therefore we can look forward with interest and expectation to the JOURNAL Annual Apple Number, which will go into the mail July 1st.

As this special issue is a medium of direct contact between the apple packing trade and the cooperage industry there is no stock man or barrel maker who should not take advantage of it in some way.

THE FUTURE OF THE COOPERAGE INDUSTRY

Never in the history of the JOURNAL's service in the interests of the cooperage industry—some thirty-nine years—has existing business conditions been so auspicious or future prospects so encouraging, in the way of steadily increasing trade demand, as right now.

The demand for containers of all kinds has been consistently growing for some time, but what the coming years will yield in the tremendous call for wooden barrels, tight and slack, we doubt if even the most sanguine and far-seeing of our trade have even conceived.

Ever an optimist where the wooden barrel was concerned, the JOURNAL has looked upon all changes in the cooperage industry as in alignment with the onward march of progress, pinning its faith, for the ultimate triumph over all trade obstacles, to the fighting spirit, business sagacity and good leadership of the larger portion of our cooperage and cooperage stock manufacturers.

In the past our industry, as a whole, has lagged deplorably in the driving race for trade salvation, but owing to the excellencies of its trade package and the insistent urge of its not-to-be-downed barrel boosters, the cooperage trade has kept amazingly well to the fore—and this fact can be proclaimed a truth even though there are those who will arise to dispute it.

Now, with the inactive days over, so far as trade extension work is concerned, and with a future ahead which any line of manufacturers might enjoy to contemplate, the cooperage and cooperage stock men need only to work in harmonious accord in order to achieve the finest kind of trade and business success from this time forward.

Right now, in view of the present demand for stock and barrels of all kinds, it is up to every stock manufacturer, tight and slack, to let the coopers know what line of stock he manufactures and how he is equipped to handle orders, while it is equally up to every barrel maker to let the stock man with whom he does business know what line of trade he is serving, so that when the barrel consumer receives his shipment the packages will be found perfectly fitted for the purpose desired.

The present and the future of the cooperage industry is big with trade possibilities, but only by individual initiative can they be capitalized into personal success and business prosperity.

IT'S A GOOD OLD WORLD

Ugh! Don't you hate to get up in the morning, when the day is perfect, and run into a "gloom?" Gee, I do!

Don't you hate to always hear the evil and never the goodness of the world? Gee, I do!

Don't you wonder at the valley views we hold when we could ascend the mountain tops? Gee, I do!

Don't you wonder why a competitor is an enemy and not a fellowman? Gee, I do!

Don't you love a smile that cheers you and a word that bucks you up? Gee, I do!

Don't you love a friend who is faithful and a trade associate who's true? Gee, I do!

Don't you think that life—yes, and business, too—is just what we make it? Gee, I do!

Don't you think this is a good old world and the whole of life worth living? Gee, I do!

WHAT SHALL IT PROFIT A MAN—

In a recent trade report, Roger W. Babson, business statistician, said:

"Everywhere people are talking prosperity; building is booming; prices are advancing and wages are rising. A little of this is a good thing, but too much of it all at once is dangerous. When a patient recovers too rapidly, a relapse may occur. The business men of the United States need to remember the warning of that old capitalist and philosopher—King Solomon—who cautioned the business men of Jerusalem that 'pride goeth before destruction and a haughty spirit before a fall.' Let us have prosperity, but let us not have inflation. Things are occurring everywhere that are not healthy signs. We need more character and less speculation at the moment. It, of course, is true that men make values, but let us not forget that souls make men."

The same trend of thought as Mr. Babson's was shown in the utterances of many of the leading cooperage men in attendance at the May convention, in St. Louis. The call for sane reasoning, in the matter of stock prices, if not for one's soul's sake, why then for the protection of the wooden barrel and the salvation of the cooperage industry generally, was made by those dependable, big-visioned men who can see in the action of today the result of tomorrow.

It is a conceded fact that the barrel-making and consuming trade are willing to absorb a reasonable increase in price, but when the market for any com-

modity is played beyond the limit, disaster follows and no matter what cause is pleaded as to the reason for such action, the pleading is vain and futile, while the results inexorable and unfeeling.

Better a steady run of business at profitable prices than a runaway market that so quickly spells business depression and trade loss.

"Choose ye this day whom ye will serve"—present excessive profit or steady future business.

C. M. VAN AKEN OUTLINES A BUSINESS KILLING SITUATION AND MAKES A SANE SUGGESTION

The month of May has shown more activity in the cooperage business than has existed for a long time. There is a fairly good demand for cooperage along promiscuous lines; i. e., where the material is used for packing barrels of various sizes and kinds. When this branch of the business is normal, considerable material is shipped into this territory for it, and the month of May has been an active month in that line. Furthermore, there has been considerable activity in the fruit barrel end of the business. Many fruit barrel buyers have been waiting for the first of May to come before they could feel that the crop was reasonably safe from frosts. The killing frost of the past two years came the latter part of April and they considered that if the weather man kept the frost away until the first of May, there would be little likelihood of having a repetition of the frost disasters of last year and the year before. The passing of May first safely explains why there has been considerable cooperage stock buying for fruit barrels during the month.

This activity has created a condition somewhat unexpected, namely, one where the demand exceeds the supply. The mills have been prompt in taking advantage of this situation. The price advances have certainly kept pace with the demand and now, as cooperage stock concerns, we are again demonstrating that we believe "a bird in the hand is worth two in the bush." We are crowding prices up as fast as we can, regardless of whether or not we crowd some of the barrel makers out of business. Possibly next year some of us will be advocating using part of this year's profits in some sort of an advertising campaign to again advocate the use of barrels. We would not want any one to imagine by this statement that we consider an advance in price over that of last fall was unnecessary. We all know that 1921 and 1922 were too poor years for anybody in every part of the cooperage business and that better profits were essential. The barrel makers appreciated this, they expected an advance in stock and the barrel users expected an advance in barrels, but it seems to many of them that we are rather overdoing the matter. They seem to think an advance of 15 to 20 per cent. could be absorbed without injury, but when the advance is from 75 per cent. to 100 per cent. it starts the users of barrels figuring on substitutes. When they do that, some of them get away never to return. Suppose we all try to have prices this year so we can have some business next year, too.

JAMES INNES REPORTS EXPORT TRADE IMPROVING STEADILY

The weather for the last few weeks has been very unfavorable in Ontario for manufacturing cooperage stock, and none of this year's cut of staves have been jointed. Usually the new stock comes on the market by the middle of April, but this year it will end of May before any new staves are ready for shipment. The output is light, as a great many of the mills are running entirely on lumber. Elm lumber especially being in good demand, and at a price that pays better than manufacturing cooperage stock.

There has been quite an advance in prices of cooperage stock during the past month, especially in hoops, and, as the output is likely to continue light, this advance in price should be maintained. Certainly if summer trucking has to be done on logs and the demand continues or increases, hoops are likely to bring war-time prices, with staves and heading advancing in sympathy.

Stocks on hand at the mills are very light for this time of year and everything that is being manufactured is going into consumption. Coopers would do well to secure their stock as early in the season as possible, as even with an ordinary rate of consumption there is bound to be a shortage before the season advances very far.

Tight barrel stock continues in good demand. The export trade is improving steadily, while the production is very light. Rains and bad weather in the country have made the woods in almost impassable shape, and there is a serious shortage in the heavier staves, which it will be difficult to catch up with for some time to come.

BUSINESS IN SLACK COOPERAGE STOCK TRADE IS BOOMING, SAYS WALTER C. HARTMAN

For our monthly report we would say that business in slack cooperage stock is booming. We have predicted a condition of this sort for some time back and it is with us now. Fortunately, hoops, staves and heading are available, although at high prices, and there seems to be no danger of a total lack of stock in some lines of trade as was predicted early in the year. This would, indeed, discourage the use of the barrel and be most unfortunate.

Hoops have steadily advanced, having doubled in price during the last ninety days. Heading, like other stock, on account of the good demand and the limited supply, owing to curtailed manufacturing, has advanced until it brings a poor profit for the mill man. Elm and pine timber brings as much or more today if put into lumber than if manufactured into cooperage stock and the price on lumber has a good deal to do with the advancing or lowering prices of hoops, staves and heading.

Unfortunately, there is a scarcity of wire hoops, owing to the congestion at the steel mills and the large number of orders recently placed, following the advance of elm hoops. Mills generally will not promise deliveries before the middle of July or early August, and we understand the steel hoop manufacturers have all the orders they can handle during the next six months.

The recent frosts and freezes have not injured the fruit crop in, any section except, possibly, Virginia, where in some districts a little damage was done. In practically all districts, however, bumper crops are expected and with the various industries demanding the wooden barrel in increasing quantities, the cooperage stock business for this year should be very satisfactory to manufacturers and consumers.

STAVE SHIPMENTS VS. DIRTY BOX CARS

It is surprising to note, says our New Orleans correspondent, that many mill men who exercise all possible care in the manufacture of their products have so little respect for their output as to ship it in dirty cars. When a box car has been used in turn for the transportation of bricks, fertilizer and cordwood it is natural to suppose that the mill man would take the precaution to have its floor swept before loading it with his clean and carefully manufactured No. 1 staves, but he does not always do this. In an ordinary carload of staves there are some 140 hundred resting on the floor of the car, and, if that floor is dirty, the customer will find that about four hundred of the staves are stained and dirty with the remains of former shipments.

The cooper has so many larger troubles to contend with that he hates to complain about such small matters, so he takes in the shipment and says nothing about the four hundred staves that are soiled with brick dust, charcoal and fertilizer, but, still, it would make the world move along much more harmoniously if the shipper would have the car floor swept. Good, heavy "mill brooms," or "steamboat brooms" can be bought here for 75 cents each, and one broom would save the appearance of a good many staves.

COOPERAGE EXPORTS INCREASING

March cooperage exports, according to commerce reports, were \$180,000 more in value than the February exports and \$400,000 more than in March, 1922, the total March value being \$867,702. The total March export of 5,454,457 staves was made up of 2,017,628 tight staves and 3,436,829 slack staves. Of both kinds about one-third went to the British West Indies, one-quarter to Canada, one-seventh to Cuba, and one-eighth to France.

FORESTRY BODIES CONSOLIDATE

Consolidation of the National Conservation Association with the American Forestry Association, effective June 1st, was announced May 22d, at Washington, D. C., headquarters of the latter organization.

BARREL PLANT WORKING AT CAPACITY

The barrel department of the Petroleum Iron Works, Masury, Ohio, is working at full capacity.

WILL BUILD BARREL FACTORY

Elisha Dukes, of Millville, Delaware, will erect a barrel and basket factory at Harbeson, Delaware. Foundation of the new plant has already been laid and work will be pushed to quick completion.

The Southern Barrel Factory has been incorporated at Jacksonville, Fla., with a capital stock of \$10,000. V. J. Blow and M. Giller are interested.

CHARLES J. BROWN WILL HAVE CHARGE OF NEW YORK OFFICE OF J. D. HOLLINGSHEAD CO.

Chicago, May 7, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL: We take great pleasure in announcing that Mr. Charles J. Brown has joined with us and will have entire charge of our New York office, 25 Beaver Street, and full charge of our eastern sales.

While Mr. Brown is very well known in the industry and has been with us for five years, a portion of his time has been taken in the past as vice-president of the J. R. Melcher, Inc. The latter company has now discontinued active business.

Yours very truly,

J. D. HOLLINGSHEAD CO.,
L. C. HOLLINGSHEAD, President.

G. W. BUCHANAN SUCCEEDS J. R. MELCHER, INC.

New York, May 1, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL: This is to advise that the J. D. Hollingshead Company, of Chicago, has taken over the domestic end of this business and will continue the same at the above address with Mr. Charles J. Brown, formerly vice-president of this company, in charge.

Mr. G. W. Buchanan, who has been associated with me for many years, will continue the export business at this address, under his own name, as successor to J. R. Melcher, Inc., and I shall continue a financial interest in it, although not taking an active part.

Very truly yours,

J. R. MELCHER, INC.,
J. R. MELCHER, President.

G. I. FRAZIER CO. CHANGES ADDRESS OF NEW YORK OFFICE

The New York office of the G. I. Frazier Co., of which office Mr. Frank Wright is manager, has been moved from 150 Nassau Street to 17 Battery Place. As manufacturers of tight staves and heading, with main headquarters at Nashville, Tenn., the G. I. Frazier Co. has found it necessary to steadily expand their executive offices to keep pace with their increasing business, and the removal of the company's New York office to its new address is in line with this need for larger quarters to handle growing business.

NEW COOPERAGE CO. INCORPORATES

The Crescent Cooperage Co., New Orleans, La., has been incorporated to manufacture slack cooperage and slack cooperage stock, both for domestic and export trade. Massman & Co., Inc., of New Orleans, are the organizers of the new company.

BARREL WAREHOUSE SUFFERS FIRE LOSS

A blaze in the barrel warehouse at 6818 Bushnell Street, Cleveland, Ohio, owned by Jacob Freilberg, caused damage estimated at \$1,800 early Tuesday, May 8th, and threatened for a time to destroy the entire building, a two-story frame structure. The origin of the fire, which was discovered by passersby, is undetermined.

STAVE PLANT OPERATING

Coats Bros. & Co., Gleason, Tenn., have placed the stave plant in operation which they recently purchased from Heath & Ford. The plant was thoroughly overhauled immediately after its purchase, and some new machinery was added.

HOOP COMPANY PURCHASES TIMBER LANDS

The Morrison Hoop and Lumber Company, Memphis, Tenn., has purchased from the J. H. Hines Company, Newport, Ark., a tract of 1,400 acres of timber lands, the consideration being \$45,000, according to report. This purchase was the largest timber deal in the county for more than a year.

COOPERAGE PLANT FOR COLUMBUS

The Columbus Barrel and Cooperage Company, Columbus, Ohio, has been organized, the capital stock being \$50,000. The purpose is to operate a plant for the manufacture of barrels and casks.

SUGAR CO. ORGANIZES AND WILL BUILD BIG REFINERY

Norfolk Sugar Refinery Company, Norfolk, Va., has been organized with \$3,500,000 preferred stock and 8,500 shares common stock and will build a large refinery at Norfolk. Barrel manufacturers should be in evidence early with package suggestions for handling output.

T. S. Boyntong is president and S. P. Hale, vice-president, of the newly-incorporated OAK AND GUM STAVE CO., White Hall, S. C. Capital stock of new company is reported to be \$10,000.

WANTS IN COOPERAGE LINES

A. N. Evans, Bishopville, S. C., is in the market for hogstaves, barrels and staves.

C. J. Bryan & Co., Panama City, Fla., is in the market for staves, heading and hoops for fish barrels.

Mt. Tabor Cooperage Co., Inc., L. J. Rabner, secretary and general manager, Mt. Tabor, Va., is in the market for staves, heading and steel hoops for line barrels.

T. R. Mulcahy, 798 Barrington Street, Halifax, N. S., is in the market for oak staves for 5 and 10-gallon (Imperial gallons, which are 1/4 larger than U. S.) tight kegs.

Washington Cooperage & Package Co., Richmond Beach, Wash., is in the market for a good second-hand heading jointer with boring attachment. Also a 16-inch drum to fit Whitney saw.

Henry A. Thorndike, P. O. Box 43, Newport, R. I., is in the market for large rough-stave, hard or softwood, iron-bound barrels of 55-60-gallon capacity, and wants to get in touch with manufacturers making this style package. These barrels are used to carry chrome to the tanneries. They are not made for liquid, but if they were their capacity would be as above mentioned.

WANTS STAVES, HEADING AND STEEL HOOP FOR LINE BARRELS

Mount Tabor, Vermont, May 14, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I want to thank you for your letter to me dated the 11th. Our factory will not be ready to make staves for about five weeks yet. In the meantime we will have to purchase car loads of staves, heading and steel hoops for our line trade.

We will not have any staves to sell, as our direct barrel trade near home will about consume all the staves we will make, but until we put in our heading and hoop machinery we will be obliged to buy heading and hoops elsewhere.

We own only about a million and a half feet of timber property, and until we can purchase more timber land around here we will not be in a position to offer anything for sale only the finished barrel.

We have subscribed for the JOURNAL for the world of information it contains for our intelligence. The writer having been called into the cooperage business through another's misfortune, and not knowing anything about that business, I am after all the information I can possibly get.

Should we in time feel that we would like to move any great quantity of staves, I can assure you that I will use your publication as our medium for making it known to the cooper trade.

The writer having been a railroad agent for the N. Y. C. Railroad for many years, sees the vast difference in running a railroad station and a cooperage factory and saw mill. However, I am in to stay and may write you again for information.

Thanks for your kind wishes, and we know you can help us in selling and buying through your publication.

Yours very truly,

MOUNT TABOR COOPERAGE CO., INC.

L. J. RABNER, Secretary and General Manager.

FOREST FIRES DO \$4,000,000 DAMAGE

Fires in the national forests of California have in the ten years ending in 1920 burned over 1,300,000 acres causing nearly \$4,000,000 damage, according to a circular just issued by the Forest Service, United States Department of Agriculture, based on a study of more than 10,000 fires, most of which were man-caused.

Data compiled on such an exhaustive analysis of fires by causes, size, damage, cost, location, season and other relating factors, and the drawing of conclusions as to the best methods of preventing and fighting fires will prove interesting and helpful to everyone connected with forest protection, not only in California but elsewhere, especially throughout the West. It contains valuable information as to the various theories and principles that have been tested out both in patrol and actual suppression, leading to a selection of means and methods that have proved most effective.

The circular is replete with statistical data and graphic illustrations pertaining to every phase of the forest fire problem. It may be had free on application to the United States Department of Agriculture, Washington, D. C., requesting Department Circular 260 Forest Fires in California, 1911-1920.

Heard in the Lobby at St. Louis

TRADE EXPRESSIONS FROM LEADING MEMBERS OF THE INDUSTRY

Sit Tight and Be Optimistic, Says V. W. Kraft

V. W. KRAFT, VOLL COOPERAGE CO., ST. LOUIS, MO.—The only thing that I could say at the present time in the way of giving expression to my view of the situation would be to say "sit tight and be optimistic," but do not let your optimism run away with your judgment.

Yearly Results in Tight Lines Will Be Perfectly Satisfactory, Says Ed. Hamilton

ED. HAMILTON, WYNN STAVE CO., WYNN, ARK.—Business in the tight barrel branch is in better shape now than it has been for quite a while past. Up to the present month it has shown added zest and we believe that the results for the year will be entirely satisfactory.

J. R. Raible Says Cooperage Folks Are Feeling Pretty Good Over Trade Prospects

J. R. RAIBLE, THE GREIF BROS. COOPERAGE CO., CLEVELAND, OHIO—People up our way are feeling pretty good over the prospects for the year's business. Our company has nothing whatever to complain of and are looking forward to a very satisfactory twelve months' business.

Tight Stave and Heading Trade on High Road to Recovery, Says Dink Wilkinson

DINK WILKINSON, DINK WILKINSON CO., LIBERTY, KY.—The tight stave and heading business as we see it is on the high road to improvement. We are running full time and are shipping our product to large establishments in St. Louis, Chicago and elsewhere. We have three heading mills in Tennessee and Kentucky and also run eight stave and lumber mills besides.

Lack of Help Is Causing Some Trouble in the South, Says E. M. Hawkins

E. M. HAWKINS, NEW ALBANY, MISS.—Down in our section of the southern country, most of the manufacturers are pulling along at a more or less satisfactory gait. Of course, the matter of help has given us all quite a bit of trouble, but we are meeting the situation as best we can and feel that the year on the whole will compare favorably with that of the preceding twelve months.

Outlook for Tight Cooperage Better Now Than Last Year, Says Walker Wellford

WALKER WELLFORD, CHICKASAW COOPERAGE CO., MEMPHIS, TENN.—There has been quite an advance in the asking price for raw materials, but little advance comparatively speaking in the price of the finished package—the advance in the latter has been nothing like commensurate with the increased cost in manufacture and the prices being paid for raw materials generally. However, I can safely say that the outlook for tight barrel cooperage is better now than it was at the corresponding period of last year.

A. L. Barnett Can Rise Above Passing Difficulties

A. L. BARNETT, LESLIE, ARK.—Business with us has been a little slow up to the present time this year. We depend upon the farmers for our help, and it has been very hard to get. When the farmers get through we will be able to get all the help we need to fill our orders. We are located in the mountains, where the water does not bother us much, but it has given considerable trouble to those down in the lowlands. It has been too muddy to farm and almost too muddy to haul, but just a few days of sunshine is all that is necessary to make things right again down in our neck of the woods.

Cooperage Machinery Manufacturers Will Make Good Showing During 1923, Says W. H. Keim

W. H. KEIM, THE JOHN S. ORAM CO., MANUFACTURERS OF COOPERAGE MACHINERY, CLEVELAND, OHIO.—Everybody seems to be feeling good in our line over the prospects for the year which is now about half way finished. Our plant is running full tilt on a very satisfactory lunch of orders. We are picking up quite a number of contracts for business in foreign lands, and in recent weeks we have booked some very nice orders from Australia, England and France. We believe that this branch of our business will make a good showing in 1923 and coupled with the business we are looking on domestic accounts, we see no reason for being anything else but bright and cheerful over the trade outlook.

W. P. Anderson Expresses Satisfaction Over Results from Trade Extension Work

W. P. ANDERSON, GIBSON-ANDERSON MERCANTILE CO., ST. LOUIS, MO.—I am certainly gratified with the splendid work accomplished during the past year in the extension department of the general cooperage business. The results accomplished have been far beyond our expectations and justify the sanguine hopes which were ours when we first entered upon the work. Now that the barrel branch of the industry, we may even look forward to a larger and more prosperous business during the year to come and at the same time feel certain that the inroads being made by substitutes for the wooden barrel will be less pronounced than they have been for several years past, and that the virtues of the wooden package generally will become more popularly known and appreciated by container users throughout the country.

Good Trade in Turpentine Barrels, Says J. L. Reinschmidt

J. L. REINSCHMIDT, THE QUITMAN COOPERAGE CO., QUITMAN, GA., the Reinschmidt Stave Co., Quitman, Ga., and the Pensacola Cooperage Co., Pensacola, Fla.—Our business has been of an entirely satisfactory character since the beginning of the year. There is a good trade in turpentine barrels, which we furnish in large quantities to the turpentine interests in Alabama, Georgia and Florida. A large crop of turpentine is expected this year and the demand for containers will accordingly be on a large scale. Prices dropped in turpentine from \$1.52 to \$1.00 per gallon, but the demand has continued good, notwithstanding, although there is not so much money being made, of course, as there was under the previous higher price. The demand for rosin barrel staves and heading is also very brisk. Tight barrel oak staves are moving out from our plant at Pensacola in good shape, and at the present time we are shipping quite considerable quantities of tight barrel staves and heading to Liverpool, England. We really never had any foreign trade what ever until within the last six months, and, of course, are feeling much gratified over the prospects of this added source of income in the conduct of our operations.

Inordinately High Stock Prices Will Check Business, Says E. P. Voll

E. P. VOLL, PRESIDENT, VOLL COOPERAGE CO., ST. LOUIS, MO.—The demand for our product is very large and we feel that there is nothing whatever to check the demand except inordinately high prices. The apple crop this year promises to be unusually large and the call for barrels in which to ship this product promises to be of extraordinarily large proportions. Weather conditions have had something to do at producing points with the reduction of output, but we feel that there is going to be a steady market, and that the increases in wages of 20 to 25 per cent. will, of course, have to be met by cutting this increased cost of production on to the finished product. We deplore the conditions but they are unavoidable and we are doing our best to keep down the cost, so that manufacturers of substitute containers will have less chance upon which to base their arguments against the use of wooden packages generally. The scarcity of labor is a constant source of grief to almost everybody in our branch of the industry. All the more so because of the fact that it entails a correspondingly increased cost for raw material. The situation is one demanding courage and intelligence, and we believe that the men who are in charge of our industry are fully capable of meeting all the needs of the hour.

W. C. Hartman Suggests More Manufacturers Be Encouraged to Make Hoops

W. C. HARTMAN, NATIONAL MFG. CO., DETROIT, MICH.—Asked as to what he deemed of chief importance in the cooperage trade at the present time, Mr. Hartman very cordially but enthusiastically replied that the thing of prime importance was for the consumer who has to make a complete barrel, to find the hoops most especially that are required to make the same. The curtailment in the manufacture of hoops (that is slack barrel hoops) has been quite noticeable, and it will take some time to catch up with the demand, he said. Mr. Hartman said that there were three wire hoop concerns in the country at the present time, the American Steel and Wire Co., the National and the Youngstown S. & B. Co., and all are sold up to full capacity for the next three months—which certainly makes an acute condition in the hoop situation. We can hardly keep up with the demand even at best, and it is a question whether we are going to be able to meet it at all or not. Heading and staves are high in price but are available, but in the hoop branch, hardly anybody knows where on earth to turn to secure an adequate supply of hoops to meet the demands of the business at the present time. We are all hoping that full measure of encouragement will be given to the hoop manufacturers and that others may be induced to enter this branch of the industry on a legitimate basis and not on a speculative prospect, so that due and proper relief may be found for the present deplorable dilemma in which the trade finds itself by reason of the scarcity of hoops.

W. R. Foley Speaks on I. C. C. Specifications

W. R. FOLEY, THE PEKIN COOPERAGE CO., NEW YORK.—Speaking of the I. C. C. specifications, the unfortunate thing is that there are so many people trying to make rules for others about matters in regard to which they are either very much misinformed or not informed at all. We in the cooperage industry, and those of us especially who are handling the specification subject, are trying to prevent the adoption of a barrel requiring one-inch heads, and a hoop of unreasonable weight, and some other proposed requirements which are increasing unreasonably the cost of the alcohol barrel and to that end we have advised with the distillery people and recommended to the Bureau of Explosives the barrel which our experience in the cooperage industry seems to be best calculated as a container of the alcoholic product. In face of this fact it is amazing to find so many people who do not understand the necessities or requirements of the situation at all, trying to dictate to those who do know the kind of a barrel that should be used as a container for the shipment of alcohol. Continuing his

talk along the same lines and branching off to the labor conditions in the south specifically, Mr. Foley called attention to the woeful situation now obtaining at producing points all over the south and to the disparaging outlook for the cooperage people in securing an adequate supply of negro or white labor. This is, he said, the main to the work of agitators going down south and making such inducements to the colored people that they are leaving the plants and the plantations and moving north, and also into the east, to accept positions in all kinds of factories where better wages are being offered to them. Mr. Foley said that if he were an editor at the present time that he would certainly be heart and soul in the conduct of a campaign to stop the operation of the law shutting out the foreigner to the extent that obtains at the present time. He said that this law was operating to the disadvantage of the people of the country generally. Under its operation the labor agitator was inflaming the minds of the ignorant negro in the south, and ignorant labor generally, and in the cooperage plants in the south, one would actually have to go down into that field and make a study personally of the situation to realize the damage that has already been done by the negro exodus from that section to other sections of the country. Manufacturers of all kinds of staves and heading are at their wit's ends continually to find men to operate their plants, and the laborer is getting so cocky that he asks an increase of wages every little while, and the only way out for the employer is to give it to him or shut down and go out of business.

Baiting the Colored Laborer a Destructive Business Policy

The negro is being told, Mr. Foley continued, that if he goes north or east his children can sit in the same school with the white people, and he himself can go to the same theater as the white man and the effect of the whole thing is deplorable to the working people generally. The black man is told that he can easily get \$3.60 a day and that he will be just as good as anybody else, and the poor deluded African who doesn't know any better falls into the trap and goes elsewhere. Let me say to you that if this thing is not checked before very long there will be a condition bordering on anarchy, not only in the south, but also in other sections of the country, which are rapidly being Russified at the dictation of cotton-mouthed politicians and Red Radicals, who are going to extremes in their advocacy of confiscation of private property and too high wages for common labor generally. An illustration of this may well be taken from a statement which Mr. Foley says he saw, that the railroad labor unions, with millions and millions of dollars in their coffers have recently secured a controlling interest in one of the leading banks in New York City.

Turning to Walker Wellford, who was standing nearby, Mr. Foley asked that well-informed gentleman if what he had said was not true. Mr. Wellford readily gave his assent to all that Mr. Foley had said, adding that he had not over-stated the case one iota, and, if anything, it was even more acute at the present time than Mr. Foley had pictured it.

Newt Calcutt an Honored and Beloved Member of the Cooperage Industry

NEWT CALCUTT, DYERSBURG, TENN.—As the convention was drawing to a close this white-haired veteran from Old Tennessee was in a most decidedly reminiscent mood, and after the resolutions had been voted by the convention to memorialize those who had past on since the last meeting, Mr. Calcutt recalled to the representative of the JOURNAL that he was beginning to feel kind of lonesome. "We met to organize the first association of tight cooperage men at Cairo, Ill., in 1888," said Mr. Calcutt, "and of the eight men two are actually left to tell the story. One of the eight was dear old Henry Wrape, of St. Louis, whose remains were committed to Mother Earth last Monday morning while a few of us looked on and grieved at the passing of one of the finest men in the entire industry. The other surviving member, outside myself, is Mr. McLain, of Nashville, Tenn." Correcting himself, Newt said that he believed Mr. Adams, who was one of the group of eight, was still living, but engaged in another line of business somewhere in Oregon. Before settling in Dyersburg, Tenn., to which place he moved in 1888, Mr. Calcutt was engaged in the same line of business at Flint, Mich. He loves to recall the old days and enjoys nothing more than talking about the men who laid the foundation for the present cooperage organization which has done so much to put all branches of the cooperage industry upon such a sound foundation and business-like conduct of its affairs.

TOO HIGH PRICES AFFECT SECOND-HAND BARREL BUSINESS

BRUECKMANN COOPERAGE CO., JOHN G. BRUECKMANN, PRESIDENT, ST. LOUIS, MO.—Business is coming back to life again, having died about a week or ten days ago. We find things in general about as good as can be expected, although prices are not as high as they were. We think that prices on second-hand barrels are entirely too high, and if they come down business will be very much improved indeed.

The Associated Cooperage Industries of America

In Eighth Annual Convention at St. Louis, May 8th and 9th



NEW PRESIDENT—T. A. WALSH, PITTSBURGH, PA.

The Eighth Annual Convention of The Associated Cooperage Industries of America, held at the Jefferson Hotel, St. Louis, Mo., May 8th and 9th, was, undoubtedly, one of the most successful, from any point of view, ever held by this progressive organization. Between 280 and 300 were in attendance, members coming from all sections of the country, and it was the consensus of opinion, among those who gave expression to their views, that there was more interest displayed in the trade problems and business questions scheduled for discussion than at any previous meeting for several years past. The speakers and their subjects were all accorded the closest attention; while every session, in almost every instance, was gratefully attended by members of the various groups, with the entire association body turning out en masse for the general meeting.

Number of Pioneer Cooperage Men in Attendance

One of the noticeable features of the Eighth Annual was the number of old veterans of the trade—pioneers of the industry—who were in attendance and lent their counsel, as well as the general benefit of their long personal experience in affairs cooperage, to the round table discussions in the different group sessions.

Fine Program Scheduled and Carried Through

The committee on program had outlined a formidable array of pertinent and vital subjects to be taken up by the general body, as well as the different groups, and the trade members, assigned in each instance by the chair to lead in the discussions, were happily chosen, their talks being timely, inspirational and thought provoking, at the same time bringing about exactly the results which the chairman hoped to produce. This initiative talk spark plan, as it were, was especially efficacious at the general session, when all group members responded nobly to the subject of the day. "Tuning in on Business."

Something Doing All the Time

The two days were filled from early until late with activity and attention by busy cooperage men, each and every one of whom was on the alert to make every moment count, in one way or another, so far as good to be derived from the attendance at the convention was concerned. All were ready to discuss the questions uppermost in the minds of the trade generally and the manner in which they attacked the questions at issue and the heartiness and freedom of expression which were evident on every side showed conclusively that the men engaged in the cooperage industry are right up on their toes as to the needs of the hour in their business and are determined to leave nothing undone that will enable them to put and to keep their trade on an efficient and profit-making foundation.

The discussions were participated in by all, from the smallest operator in the trade to the biggest man in the business, each one manifesting equal interest and enthusiasm, while the note of co-operation, so distinctly apparent, ran straight down the line. This co-operation note was one of the most cheering and encouraging features of the entire proceedings.

Co-operation of Tight Branch with Slack Branch in Trade Extension Work Biggest Feature of the Convention

Without doubt, the biggest feature of the Eighth Annual was the decision of the tight branch of the association to join with the slack branch in their trade extension work. The splendid showing which Andrew C.

Hughes, field representative, has made during the past year has opened the eyes of the larger portion of the entire cooperage trade and what it will mean to the industry to have this work continued and enlarged nearly every one has some conception of.

T. A. Walsh Elected President

Genial Tom Walsh, of Morris Walsh Sons, Pittsburgh, Pa., was the choice of the association body for president for the coming year, and as Mr. Walsh has the biggest kind of assets, in the way of personality, executive initiative, etc., it can be safely conceded that the association has chosen well. V. W. Kraft, of the Voll Cooperage Company, St. Louis, Mo., was elected treasurer, with C. G. Hirt and Miss M. T. Rogers being re-elected secretary and assistant secretary, respectively.

E. H. Defebaugh Accorded Merited Honor

Perhaps one of the nicest things done by the convention body was the creation of an executive vice-presidency, which office was bestowed upon E. H. Defebaugh, long-time and loyal treasurer of the association. In accepting this honor office Mr. Defebaugh relinquishes the detail duties of treasurer, which duties Mr. Kraft, the energetic and most efficient "Vic," will assume. Running report of the deliberations of the convention follows.

Meeting of the Executive Committee

The first meeting of the Executive Committee occurred on Monday afternoon, May 7th, at 2 o'clock, and was very well attended. Secretary Hirt was loaded to the guards with matters to be brought up for consideration, and in carrying on his work he had the able assistance of Miss M. T. Rogers, his faithful lieutenant and "handy man," in carrying on the ever-increasing work of the association.

The Committee on Slack Grade Rules and Specifications met at 10 A. M., Monday, May 7th, as did also the Committee on Standards and Specifications of the Tight Cooperage Group.

Quite a respectable contingent arrived on the evening train from the remoter sections of the country, many of whom were identified with the work of the Executive Committee, and they lost no time in getting right on the job and knocking down to business.

SLACK SESSION—ALL GROUPS

The slack session, with all groups participating, was called to order promptly at 10.30, Tuesday morning, May 8th, by Vice-President V. W. Kraft. A good attendance was on hand and Mr. Kraft lost no time in getting into action.

Warns Against High Prices

In his opening remarks, Mr. Kraft sounded a note of warning as to the inevitable result of reaction from an unreasonably high basis of prices—a reaction that is as sure to follow as the winds and tides. He said this warning ought to be heeded, as it was so closely connected in the last analysis with the inroads made by substitute containers on the preserves of the cooperage industry.

The first order of business, following Mr. Kraft's opening remarks, was the revision of the slack grade rules and specifications, as recommended by the committee as appointed, which changes as adopted were as follows:

Changes in Slack Grade Rules Adopted at the Slack Cooperage Group Meeting, May 8, 1923

Page 1

Paragraph 7—Changed to read: No. 1 staves, except ash, shall be of uniform thickness, well equalized, circled and jointed, free from knots, slanting shakes, worm holes or dozy wood, except that moderate stain, slight roughness, flat staves less than 4 inches in width across the bilge, cross-grained, which will not break or splinter in tressing or slight warpage shall not be considered defects.

Page 2

Paragraph 9—Changed to read: Mill run staves shall consist of the run of the knife, well equalized, made from regular run of stave logs and shall contain 40 per cent. or more of No. 1 staves. All dead culls out.

Paragraph 12—Changed to read: Standard quarter shall be as follows: On staves 18 inches to 22 inches in length, 4½ inches to 5 inches both inclusive; staves 23 inches or 24 inches, 6 inches or 6½ inches; on staves 27 inches to 29 inches, both inclusive, 8 inches; 30 inches, 8½ inches; 32 inches and 34 inches, 9 inches.

Page 3

Paragraph 16—Changed to read: Keg staves to measure 160 inches to the bundle of 50 staves, except that 18-inch staves for use in the manufacture of apple barrellets or half barrels to average 3½ inches to the stave and to be packed 175 to the bundle.

Paragraph 18—Changed to read: No. 1 white ash staves shall be of uniform thickness, smoothly cut, free from knots, slanting shakes, dozy timber, worm holes, stains or mould of any kind which makes the stave unfit for use in the manufacture of No. 1 butter tubs and to average not less than 75 per cent. white.



THE MAN OF THE HOUR—ANDREW C. HUGHES, FIELD REPRESENTATIVE, TRADE EXTENSION

Paragraph 21—Changed to read: Mill run apple barrel staves, unless otherwise specified, shall be cut six staves to two inches in thickness and shall consist of the run of the mill from the regular run of stave logs. An average of not less than 60 per cent. of the staves in each bundle to be bright on the outside. At least 40 per cent. of all staves to be No. 1. Mould on No. 1 staves no defect. All mill run apple barrel staves, unless otherwise specified, shall be jointed with 2½-inch bilge.

Page 4

Paragraph 23—Changed to read: Dead cull staves are staves containing knot holes of over 1 inch in diameter; staves with large, coarse knots near the quarter or within 1 inch of either end preventing staves from being tressed in barrels or properly crozed; staves cross-grained near the quarter to such an extent as will result in stave breaking when being tressed in barrel; staves under ¼ inch in thickness; staves with bad slanting shakes exceeding 6 inches in length or with rot that seriously impairs strength.

Paragraph 23-A: The term Gum Mixed Timber Staves shall be understood to include sycamore, elm, hackberry, maple, sweet red gum, birch and box elder, but not to include cypress, oak, ash, tupelo gum, cottonwood or pine, black gum, beech.

Page 5

Paragraph 28—Changed to read: No. 1 hardwood gum and gum mixed timber heading shall be of the same specifications as in Paragraph 27, excepting that the thickness after being dressed shall be ¾ inch.

Paragraph 36: All heading, including pine heading, to be turned with a 90 per cent. bevel and ¼ inch wide on the face side of head unless otherwise specified.

Field Representative Andrew C. Hughes then gave report of his activities in the trade extension work carried on by the slack branch, prefixing his report at the request of Mr. Anderson, by citing some special instances where direct and lasting benefit had been bestowed upon the wooden barrel by his personal work, the telling effect of which reciting was plainly impressive.

Report Submitted by Andrew C. Hughes, Field Representative, Slack Cooperage Group, Trade Extension Department

Trade extension is subject to so many interpretations there is a need for specific definition. One of the greatest problems is that of determining how to regulate activities and develop markets. Education in its broadest sense is the basis for market extension activities.

It is not enough to circulate facts. Confidence and good-will can best be gained through quality, service and responsibility. An industry that conscientiously shapes its program to that end can not fail. In our endeavor to reach new markets we do not urge the use of barrels when that kind of a container would not be suitable. Neither would it reflect to our industry's credit to broadcast propaganda to discredit some form of substitute. It is better by far to insist upon the suitability of wooden barrels when they have a right to consideration. With the possession of three fundamentals, viz., what barrels are made from, how they are made, and what they are used for, the buyer can better understand our industry aright and our claims for patronage.

In general, our movements have been directed toward barrel educational activities based on facts. Substitut-

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1163 James St.
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Eastern Sales Office:
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Sales Mgr.
150 Nassau St.
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STAVES
AND
HEADING

Kegs and Barrels

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Mills
Pine Bluff,
Arkansas

Little Rock,
Arkansas

MANUFACTURERS OF
Tight Barrel
Circled Heading

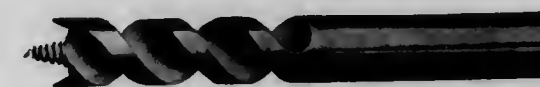


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but success nowadays
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THE BEST MACHINERY FOR THE BEST CONTAINERS
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"THE OLD RELIABLE" **OD BARRELS**

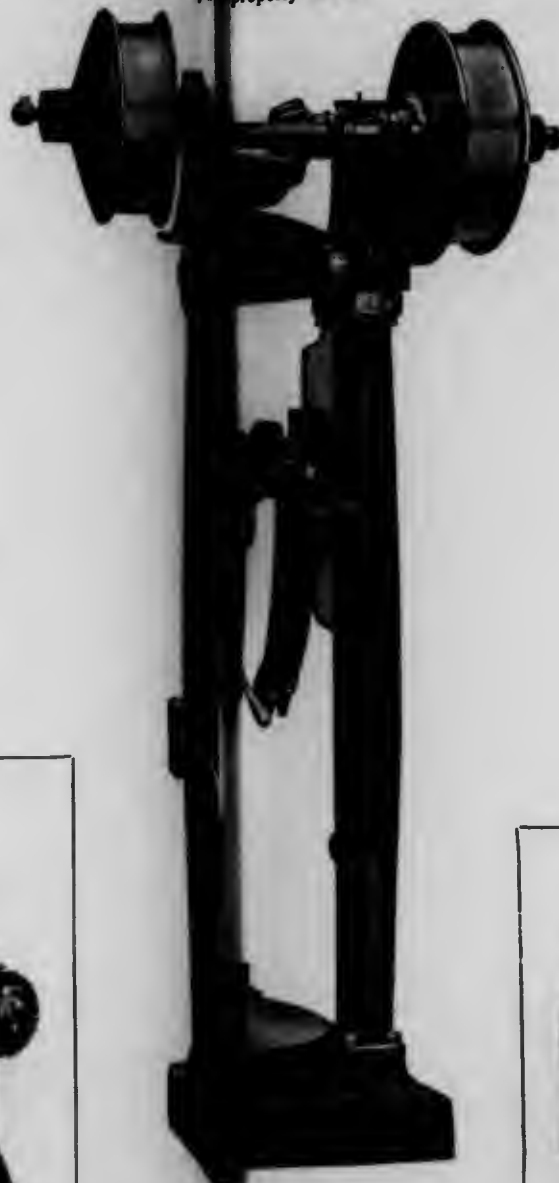
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Capacity—As fast as 600 to 1,000 packages per
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STAVE JOINTER



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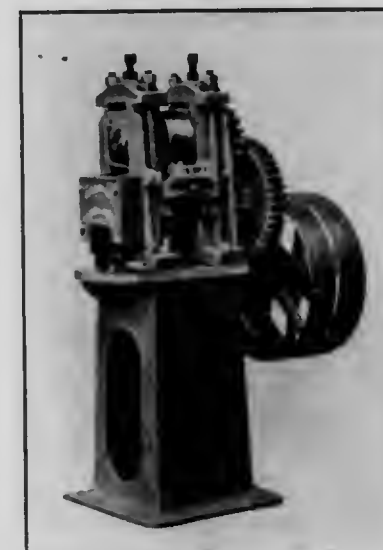
HOOP RIVETING MACHINE



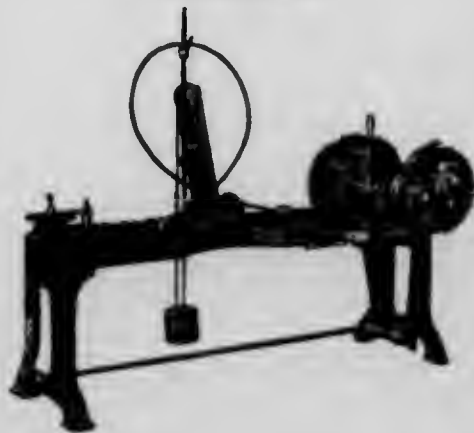
USE OUR
STEEL
Truss Hoops
"MADE RIGHT"

USE OUR
STEEL
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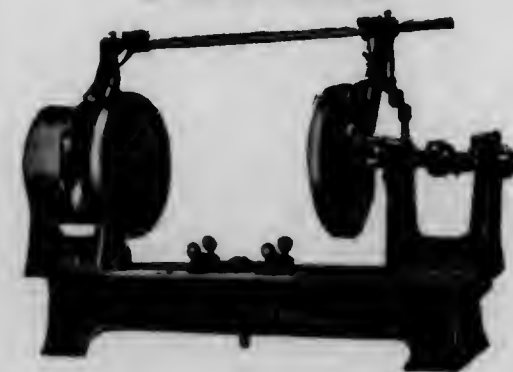
PUNCHING, FLARING AND SHEARING
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No. 22—New Issue

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NEW TREASURER—V. W. KRAFFT, ST. LOUIS

tion for facts are misstatements. It is facts, not misstatements that entrench us with a conviction that we have selling arguments with which to win patronage and make possible a wider utilization of wooden barrels by the public and container-using industries.

In making a display of barrels and barrel material at fairs, educational meetings and expositions, a productive part of trade extension work, the department has followed the eternal and basic principle that progress in all things has been made by comparison.

All mankind in all ages has progressed by this mental faculty. Comparison is the power of the mind by which knowledge is acquired and conserved by the actual visual objects being properly classified and arranged. It is an undeniable fact that the object lessons of an exposition are productive of education even if the onlooker be unconscious of the fact that he is being educated.

The advantages to be obtained by exhibiting are obvious, especially so to the cooperage industry. While attending such expositions during the past year I have found that executives, purchasing agents and cooperage users are not interested in just the products of the cooperage industry. At all such places the basket, paper box, hamper and in several instances the steel drum were displayed for their education and preference. At these gatherings they see and familiarize themselves with substitute containers and by careful examination and study become better informed on their utility, their cost and their peculiar features of merit. It frequently happens that at this stage a conference and discussion establishes the superiority of the wooden barrel more effectively than could be accomplished in any other way.

There can be no doubt in the minds of clear-thinking members conversant with the future prospects of the cooperage industry that trade promotion activities along these lines bring a better appreciation of the wooden barrel as a container, and furthermore, conveys to the public a better knowledge regarding the varied kinds and sizes best adapted for certain uses.

The greatest asset an industry can possess is the goodwill and support of the public; hence the necessity of weaving into the fabric of this association a program of public education on fundamental cooperage facts, which when thrown on the screen of publicity revealing the service of a great industry, will be readily assimilated by the consuming public.

It is a matter of simple observation that the industry which best transmits its ideas to a clientele does so through simple expedients.

To drive home the fact that we are engaged in, and will defend a constructive industry of great benefit to society, which is being conducted in harmony with the principles of service, fair dealing and sound economics is the clearest possible realization of trade extension efficiency.

Taking Inquiries

When interviewing prospects who may be interested in our barrel display the taking of inquiries have been more or less of a perplexity. There has been no persistence of solicitation in obtaining inquiries from prospects who are regular users of wooden barrels on the part of the field representative. Whenever the occasion permitted, the question was asked if barrels were the kind of containers that are used in preference to substitutes. When answered in the affirmative, my efforts were directed toward general explanatory comments that might be useful and instructive, believing that it would not add to the accomplishments of the trade extension department to bulletin a list of prospects who regularly use wooden barrels, but would satisfy the curiosity of those whose main desire is to secure prices from different members. Only in instances where it was impossible to learn from the prospect this information, or when a request was made by the prospect to make known his wants to the group members, have I persistently bulletined such desires. Reluctant or over-persuaded prospects were not considered. To bulletin

these would defeat one of the purposes of the department. Furthermore, it has been my endeavor to maintain the highest standard of appropriateness by keeping intact the tie of good-will that binds the customer to the company that renders service to him, thereby keeping the purpose and object of trade extension work true to the best interests of each member. Perseverance and consistency were invariably resorted to by the field representative only when the attributes of quality, merit and value of the wooden barrel were up for discussion.

It being the purpose of the campaign to increase the sale of cooperage generally and not to increase the sale of some particular kind of cooperage to the detriment of others, great care was exercised when taking inquiries on the general benefits to all and not just to a certain few.

Produce and Vegetable Barrel Campaign Needed

The apparent need for venturing into farther fields to regain barrel prestige and patronage from produce and green vegetable growers has been brought to the department's attention by several members of this association.

The rapid growth of basket and hamper usage for these commodities shows how the wind is blowing for the cooperage industry, and can be directly traced to the operations of aggressive manufacturers of these containers, whose inducements embrace attendance at winter meetings of agricultural societies by publicity representatives and at growers' gatherings in rural and semi-rural farming centers in harvest times by high-class salesmen.

In view of these various conditions it is highly desirable that a deliberate and positive strategy for the advancement of vegetable barrel patronage be launched along the lines of our fruit campaign among the cooperative growers' and packers' associations and at meetings of agriculturists.

Support Needed to Enlarge Activities

At this stage of trade extension development the visible and measurable facts herein reported should inform members of the slack cooperage group of our methods of operation. The need for consistent, definite publicity programs to increase cooperage consumption justifies the existence of the trade extension department. The methods of publicity and initiative used by our competitors has lured many unwary barrel users to curtail barrel patronage. The undivided support of all members, coupled with vigilance, applied to the vast possibilities ahead for our industry is bound to regain lost patronage. In this particular, however, the department has been obliged to win its way against a serious obstacle. From the start of its activities the department has been underfunded, or at least not sufficient enough to enlarge its activities.

While the policy of advertising the wooden barrel is generally approved, the principle involved carries an obligation that has not been unanimously adhered to. Funds are needed to carry on publicity work in fields already explored and others yet untouched if we wish the trade extension department to become an outstanding example of aggressive service, and again, close observation of cooperage using industries have brought a knowledge that they are more or less attached to some form of trade organization whose interests in one way or another are protected and exploited by trade publications. It is these trade journals that disseminate technical news and equipment information to executives and purchasing agents and exercise a salutary influence over their buying decisions. Furthermore, they augment personal contact with technical men and break open a new road for the publicity man by depicting the equipment advantages of the wooden barrel when exhibits are displayed at trade expositions and conventions.

Only in a few instances of this kind has the trade extension department been financially equipped to take advantage of such opportunities. In a prudent way and only at psychological times the expenditure of funds for publicity along these lines would greatly help to augment plans and increase barrel knowledge and patronage.

Barrelette Usage

Of recent years there have been few innovations of great novelty in the field of cooperage. It is this fact which adds particular interest to the barrelette recently evolved by the association.

Its success and patronage in the fruit industry as a competitor of the basket, wooden and fiber box has naturally been of great interest to the members and can be fittingly referred to in this report.

The barrelette has been shown at every meeting of fruit growers I attended during the past year, and, judging by the many expressions of approval, it has sold itself. In fact, the barrelette has been used by fruit growers at exhibits during the past winter to display their fancy apples.

There is a considerable and ever-growing interest among fruit growers in new kinds of fruit containers, but I have found that the most significant index of container patronage is found in the title.

Arguments of style, quality or whatever they may be are effective mostly when prices appeal to the prospect. While discussing the outstanding features of merit in the barrelette I learned the higher percentage of cost over the full barrel has been in the main the principal factor against its general adoption. But despite this unavoidable fact, its use this year should be more general and will undoubtedly gain in favor as its convenience, attractiveness and utility become better known to apple consumers.

The fact that the barrelette is the only cooperage container that competes closely with the bushel basket and box should make apparent to the cooperage industry the necessity of pushing its use and extending its publicity.



RE-ELECTED SECRETARY—C. G. HIRT, ST. LOUIS

Confidential Investigations

Investigations affecting the patronage of twelve firms were performed during the past year at the request of members directly interested. These investigations were carefully prepared and courteously executed. I am pleased to report that executives or officials imparted the desired information cordially and with due consideration for the dignity of this association, and each member was duly informed of the result of my visit.

Conclusion

The above outline attempts to cover the essential points of trade extension work. Such a big undertaking necessarily could not be boiled down as concise as we would wish. Therefore, we have only hit the high spots in this report. What are the most promising factors in this period of trade extension development? Undoubtedly, the opportunity to help increase the business of every member of the association by making known to buyers the technical points of cooperage and how it fits into their needs; secondly, by creating an impression of reliability, stability and worth among prospective customers by introducing the barrel itself with attention-arresting arguments; and thirdly, by creating a broader viewpoint of efficient service and appraisal in the minds of your customers when considering the valid claims of barrel usage vs. substitute containers.

Before closing I wish to again testify my appreciation to the trade extension committee for their whole-hearted advice and support in all the ventures undertaken. The giving of their valuable time and experience through their chairman, Mr. Anderson, was available and ready at all times to advance the prosperity of the whole industry. The vice-president of this group was also consulted on all important questions and his valuable aid helped us on many occasions. The secretary of this association and his willing assistant also have been of incalculable help in advising and arranging a program of effectiveness which had much to do with the tale of accomplishment related in my supplementary report.

Entering a period of business recovery with symptoms of a growing general demand for stability of conditions, a larger purchasing power and an early forecast of good crops, the outlook appears favorable for the cooperage industry. To be sure many things that have a direct bearing on business are still unknown and unmeasurable, but much is being done to broaden the scope of this information. All these factors combine to indicate an expanding business with a consequent breath of relief for the members of this association during the year 1923.

W. P. Anderson Reports

W. P. Anderson, chairman of the Trade Extension Committee, then made his report. Mr. Anderson reviewed the extension work done by the slack branch of the association during the year, and he called special attention to the small cost of the work as compared with the results actually accomplished. He directed attention, however, to the fact that it was only by the most rigid economy that the work was gotten through with, and he expressed the belief that there ought to be general satisfaction with the results throughout the entire cooperage trade. Further, Mr. Anderson proclaimed that the work was deserving of much stronger financial support than it had thus far received. In line with this proclamation he asked that all those present be put on record as to whether or not they wanted to contribute to the trade extension. Accordingly a printed subscription blank was handed to every one present. When the blanks were gathered up Mr. Kraft jubilantly reported that the slack groups, stock and barrel, were 100 per cent. strong for the continuance of the Trade Extension Department and the splendid work it is doing in behalf of the industry.

Tight Coopers Group Request Privilege of Co-operating in Trade Extension Work

At this juncture in the session W. R. Foley, of the tight coopers group, greeted the slack group assembled, and asked if the tight barrel group would be permitted to join with the slack group in financing and carrying

on the trade extension work. This request caused a flutter of excitement and much enthusiasm, as it showed that the tight branch fully appreciated the value of the publicity work which the slack branch, through the untiring efforts of Mr. Hughes, has demonstrated. A vote was at once taken, and Mr. Foley was instructed to report back to his group that their co-operation would be most welcome and that their support would be heartily appreciated by the slack branch group of the association. To get down immediately to a practical understanding on this point, a motion was carried unanimously for a joint committee of both groups to get together later in the day and determine how the work of co-operation along the trade extension line could best be accomplished.

Going After the Chemical Trade

Field Representative Hughes then presented to the meeting a copy of an article which he prepared, by request, for an early appearance in the columns of *The Chemical and Metallurgical Engineer*, of New York, in order to help to a better understanding of the extension work of the association. The article as read was as follows:

Tongued and Grooved Barrels

By Andrew C. Hughes, Manager Trade Extension Department

With the passing of years the best brains of the machine industry have been wrestling with the problems of developing new machinery and new methods of turning out machine-made wooden barrels to meet the demand for special container needs and a larger production.

The cooperage industry have stood back of this development. In working out the things that justify the use of tongued and grooved barrels the main idea was to protect container-using industries against loss and waste sustained by leakage, deterioration or atmospheric conditions which affect cement, insecticides, fire chemicals, food and other powdered products in storage or transit.

The tongued and grooved barrel is an ingenious package. The staves are raised, windlassed, heated and trussed in the usual manner and fitted with their neighbors by the tongue and groove which extend from end to end.

Both heads of the barrel compass the same circumference distance, which insures making both ends of the barrel the same diameter. The machine cuts a smooth tongue and groove without tearing out or making rough edges. Warped or cross-grained staves are no hindrance to a perfect performance of the machine. A device which reverses every alternate stave, which makes for symmetry and equal end dimensions is one of the distinctive features of the invention.

The desirability of having an efficient tongued and grooved machine to produce barrels of this kind was known and experimented with about 25 years ago.

Various machines were put on the market, but the engineering ability of the industry which provides cooperage machinery was limited to the moderate demand for machine-made barrels in those days.

The first up-to-date machine was used by one of the large cement manufacturers in 1915. Other firms in the same line were quickly interested and following them manufacturers of dry chemicals and other powdered commodities.

By the use of tongued and grooved barrels, loss due to sifting is eliminated along with the added expense of providing paper linings. As a further precaution to protect the contents, silicate of soda is applied when specified, which effectively seals the wood pores and renders the package air-tight.

The requirement for bilge stiffness in slack barrels when filled with heavy commodities is conformed to by the rigidity of each tongue supporting the bilge of the barrel, which prevents the staves from buckling when the barrel is rolled.

Tests which have been conducted show that the characteristics of this kind of a barrel are capable of rendering effective service for shipping dry and semi-liquid commodities.

Mr. Kessel Reports, As an "Eye Witness," on Trade Extension Work

At the conclusion of the reading of the above article, Mr. Kessel took the floor, by permission of the chairman, to say a few words touching Mr. Hughes' work from the "eye witness" standpoint. Mr. Kessel said: "It so happens that I attended several of the fruit shows that Mr. Hughes was at, and heard him speak to the growers on the use of the wooden barrel. In my own personal view, I believe that Mr. Hughes has done more in twelve months for the upbuilding of the use of the wooden packing container than the National Slack Cooperage Association has done in all its existence. Now, he has done this in one year. What will take place if he continues, and his assistants continue, in this work? At the Poughkeepsie show, which I think was one of the best shows that the fruit exhibitors had, Mr. Hughes' work was marvelous. I would rather that he would not be here to hear me say it, but he was almost carried away by the growers and users of the wooden barrel. He should have an opportunity to cover these things, and not miss a show. The exhibitors of the basket and container are there. It so happened that I was there in the district, and I thought it was a good place to sell a little stock. I should not say this, because all of you fellows will be running to these shows; but it is a good place to go. The coopers attend them; a good many of the slack coopers attend these."

Responding to Mr. Kessel and touching upon the prospects for the use of wooden barrels in the chemical trade, Mr. Hughes said: "The article tongue and grooved—article appearing in the paper mentioned—is going to be read by thousands of chemical manufac-

turers throughout the United States, who are always interested in the subject of containers. Incidentally, I might say, that the chemical industry is one of the few industries in the country that has no laws governing standard sizes of barrels. I have, during the past winter, urged a sharp and persistent campaign among the chemical men who manufacture insecticides, as at every one of the meetings I attended they had their representatives there. In one instance of package need it was out of the question for me to advocate the use of a straight-jointed barrel, because of the nature of the commodity that was to be put into the package. It was of a highly efflorescent character, and very sensitive to outside influences and conditions. The package needed must be absolutely airtight, which I represented the tongue and groove barrel to be.

Apple Grower Asks Chemical People to Ship in Wooden Barrels

"Again, in advocating the use of the wooden barrel among the apple growers of this country, I have pointed out the re-use value of a standard sized apple barrel, the value of it to the grower, and to the extent of receiving their approbation along those lines. Not long ago we received a letter from one of the largest fruit growers in the State of New York; he stated that he was highly pleased with the things that he saw at the Rochester Fruit Exhibit, at which show I demonstrated to him that the standard-sized tongued and grooved barrel could be washed and re-used, saving him that much money. He became so interested that he wrote to the chemical manufacturing plant, and requested them to adopt the use of the standard-sized apple barrel, with a tongue and groove stave to ship his chemicals in, so that he could use the package in the way suggested, and he sent us a copy of the letter that he had sent to the chemical company."

V. M. Kraft Urges Industry As a Whole to Profit by Opportunity Which Chemical Industry Presents

Adhering strictly to the truism that the way to serve any desired trade is to give that trade the package best fitted to carry its commodity, Mr. Kraft spoke in a broad and big way when he said:

"You gentlemen will recall that a year or two ago, or somewhere along there, when you first spoke of trade extension work, we were, I believe, unanimous in believing that the chemical industry offered possibly the widest new field for barrels that we had, and, therefore, it behooved us to push our product in that field as much as possible. The developments of the past few years, and the investigation of Mr. Hughes apparently has rather clearly demonstrated the definite value, or the special value, of a tongued and grooved barrel for some purposes. But as Mr. Hughes stated in his preliminary remarks, we wanted to present to you gentlemen this article, because anything that is done through this Trade Extension Department should be done with an aim to the welfare of the industry as a whole. I think that this is the only way that we can possibly get anywhere."

One Barrel Manufacturer Cannot Supply Entire Need of Chemical Trade

While it developed that there were not many manufacturers who were making tongue and groove barrels, it was, nevertheless, a foregone conclusion that it would not take long for the progressive to lay hold of the opportunity presented or to push the advantage, which Mr. Hughes' work among chemical men has developed in favor of the wooden barrel.

Election of Slack Officers

Nominations now being in order, Chairman Kraft called for same, and O. L. Steudle named F. J. Zillmer for vice-president. Mr. Zillmer pleaded pressure of business, but his objections were over-ruled and the motion being seconded, was unanimously carried. The hoop manufacturers secured representation on the Executive Committee by the appointment of M. C. Smith, so that by new officers now are:

F. J. Zillmer, Morehouse Stave and Manufacturing Co., Morehouse, Mo., vice-president.
M. C. Smith, Queen City Hoop Co., Greenville, Miss., Executive Committee, 1923-24.

With election over, the meeting of the slack group adjourned.

TIGHT COOPERS' GROUP

The tight coopers' group was called to order promptly at 10.30 A. M., Tuesday, May 8th, with Vice-President H. P. Krallman, presiding.

The main and leading subject for attention was the trade extension work carried on by the slack branch during the past year and the results which have been accomplished. The tight coopers, always known heretofore as the progressives of the trade, so far as association activities were concerned, proved their right to retain this characterization by proclaiming themselves "solid" on the trade extension idea and by deciding to co-operate with the slack branch in the work. A committee was appointed, consisting of Messrs. W. R. Foley, C. J. Scott and C. P. Meyer, to call upon the slack group and present the tight coopers' request to join in the trade extension work.

Mr. Foley, of the committee appointed, appeared before the slack group in session, presented the tight coopers' request and then reporting back, advised that the slack branch was willing to have their co-operation. After due discussion, arrangements were made for the committees on trade extension work of both the slack and tight bodies to meet later and decide upon proper plans for the co-operative working. John A. McKay, St. Louis Cooperage Co., St. Louis, Mo., was elected vice-president of the tight coopers' group for the coming year, and L. C. Hollingshead, of the J. D. Hollingshead Co., Chicago, Executive Committee member, 1923-24.

TIGHT SESSION—ALL GROUPS

At 2 P. M., Tuesday, there was a meeting of the entire tight branch of the association, all groups being represented. In the absence of the vice-president, President Ed. Hamilton was in the chair, and things moved with despatch.

The first order of business was the report of the Committee on Grade Rules and Specifications, which committee presented the following changes, which were adopted:

Amendments and Changes in Tight Grade Rules Adopted at Meeting of Tight Cooperage Group, May 8, 1923

Note 8, Page 6—Second paragraph eliminated (ALL AIR-DRIED and kiln-dried close-listed oak staves 1/2 inch to each stave shall be allowed for jointing).

Note 6-4—Unless otherwise specified, kiln-dried and jointed staves shall measure to the set at the bilge as follows:

34 inches and larger—81 inches.
28 inches to 30 inches, inclusive—68 inches.

Tight Stock Men Appoint Committee to Act on Trade Extension Work

For the benefit of the tight stock men, C. F. Meyer, of the tight coopers' group, was called upon by the chair to tell of the action taken by the coopers' group to join the slack branch in the trade extension work. Responding, Mr. Meyer said:

"We were requested by the slack group to select a committee of three, to confer with their committee of three, and that the tight stave and heading group, now assembled, were to appoint a committee of three, and the nine so appointed were to draw up some plan of finance, to which all branches were to contribute. I understand the slack group spent about ten thousand dollars last year in the work that they put over, and they are very much pleased with it."

One for All—All for One

Mr. Krallman, following Mr. Meyer, spoke strongly for the full co-operation of the entire association body in the trade extension work when he said: "The tight stave and heading manufacturers must not forget the if the tight coopers join in the trade extension work, the stock men must also join in order to make it a vital interest in the welfare of the cooperage industry as the coopers are. If there is no market for the coopers' output there is no market for the stock man's output and their mills will not be running. For that reason it is very important that the tight stave and heading manufacturers appoint a committee to meet with the tight coopers and the slack branch, with branch numbers slack coopers and slack stock manufacturers alike, and to formulate some plan for the trade extension work. It is the entire trade association body that should join in this work for the welfare of the whole. Please keep that in mind. I ask that the tight stock men appoint a committee or to report at the next annual meeting. The following members were appointed on the committee: E. J. Kahn, chairman, National Cooperage and Woodware Co., Peoria, Ill.; F. Meyer, St. Louis Cooperage Co., St. Louis, Mo.; D. H. Katz, Ozark Timber and Stave Co., Little Rock, Ark."

Statistical Service

A general discussion followed relative to the inauguration of a statistical service, and a committee was appointed to look into the matter and to report at the next semi-annual meeting. The following members were appointed on the committee: E. J. Kahn, chairman, National Cooperage and Woodware Co., Peoria, Ill.; F. Meyer, St. Louis Cooperage Co., St. Louis, Mo.; D. H. Katz, Ozark Timber and Stave Co., Little Rock, Ark."

Appropos of Inspection Service

At this point, President Hamilton, referring to action taken by the Executive Committee at its Monday session, said:

"The executive committee yesterday, on request from the tight stave and heading group, appointed a committee to work out the details of an inspection service. The purpose is to lead up ultimately to further improvements, but what was actually done was merely that in case of a dispute between a buyer and a seller, when staves were sold f. o. b. yard, that the seller would have the privilege of calling for an inspection there of the balance of the staves in his yard, by an association inspector there. Do you want to take any action on that matter that apply now, and the committee work out further details for the meeting?"

Upon motion by Mr. Welford, it was decided to adopt this plan.

Tight Group Elect Officers

The next and last order of business was the election of officers by the group assembled and nominations being made, the following highly esteemed associations were elected unanimously: E. J. Kahn, vice-president, James P. Hall, Lexington, Ky., Executive Committee, 1923-24.

With the election over the session adjourned.

The slack coopers' group, the hoop group and the second-hand barrel group all assembled Tuesday afternoon for brief business sessions and for elections for the coming year.

GENERAL SESSION

In the absence of President Hamilton, V. W. Kraft, vice-president of the slack group, filled the chair, and as "Vic" is truly a "live-wire" and filled with association enthusiasm at all times, there was no time lost in getting the proceedings of the general session under way.

The president's address being held until it could be personally delivered, the first report called for was that of Treasurer Debebaugh. The treasurer's report showed a gratifying and substantial balance on hand, which news was pleasing to all. Secretary Hirt then followed with his report, which was received with attention, and duly adopted.

Secretary Hirt's Report

A study of the economic conditions throughout the country can not help but convince one of a notable business revival, with the purchasing power of the public in a stronger position than has been the case for a considerable period.

Among the chief manifestations of this constructive movement are increased production and consumption of commodities, restored confidence in values, price adjustments, heavy employment of labor, the liquidation of extended credits and a strengthening in financial and banking positions.

Accompanying these evidences of physical betterment is a steady improvement in sentiment and other less tangible factors in the economic structure. While all industries may not have shared alike in this improvement, and through its course the movement was characterized by irregularity, the net result is very decidedly in the direction of general prosperity in all branches of commercial activity.

These favorable conditions are reflected in the cooperage industry and, while the outlook in this respect is most encouraging, great care should be exercised in the conduct of our business lest our optimism lead us to forget the experiences of the past. It behooves us therefore to guard well our future endeavors and seek counsel among ourselves, in order to avoid a recurrence of the unpleasant situations of the past few years.

The Association Your Insurance Policy

Our members are, of course, conversant with the subject of insurance and the protection offered each policy-holder against certain losses by fire, water, theft, etc., the principal benefits to be derived from the payment of premiums being contingent upon the result of certain calamities or happenings, no other particular activity or service prevailing in the interim. Of course, while we fully appreciate the necessity of incurring this expense for the purpose of obtaining adequate protection, our members should not lose sight of the fact that your association likewise affords a similar degree of protection against the loss of cooperage patronage, occasioned through undue discrimination of the wooden barrel, by its constant vigilance in safe-guarding their interests.

While it is apparent that this protection alone may amply justify the payment of a premium or membership dues, there are various activities and services in operation that redound to the direct benefit of the members without additional cost to them, such as a traffic department, which affords a necessary protection in safe-guarding the traffic interests of its members. Its services are being constantly employed in supplying valuable information and advice in all matters pertaining to transportation; such as the accurate quotation of freight rates, many of which are of an intricate character, expediting the movement of cars en route, auditing of freight bills, instituting claims for refund of excessive or erroneous freight charges, supplying needed equipment during periods of car shortage, the securing of permits for the acceptance of shipments destined to embargoed territory, and as result of our efforts in this respect, we were able to curtail considerable expense for our members, account demerage accruing in cases of this kind, especially where freight has been loaded and afterwards refused by carriers to embargoed points.

In this connection we would like to impress upon our members the particular service offered for their direct benefit through the auditing of freight bills and the securing of refund of excessive freight charges; this service affords an opportunity for considerable financial saving and should be indulged in by all our members.

The Legal Department is another important function of this organization whose advice and counsel is at all times at the disposal of our members. The value of legal advice concerning contracts and other business transactions can not be over-estimated and those who have taken advantage of the opportunity offered them in this respect, no doubt, fully realize and appreciate the benefit to be obtained from this particular service.

Another means of protection in the interest of each and every member is the Inspection Service, through its ability to render a fair and impartial inspection; the report of its findings regarding the grade and quality of material shipped affords a basis for prompt and amicable adjustment, thus avoiding the possibility of entailing additional expense and loss of patronage through litigation in arriving at a final settlement.

Trade Extension

The importance of Trade Extension in the interest of the wooden barrel is being recognized more each day, as a necessary adjunct to the cooperage industry. The unscrupulous methods employed in the propagation of substitute containers, against the use of the wooden barrel can not help but impress upon our members the urgent need for this service in protecting their interests.

It is not only of great value in combating any undue influence against the wooden barrel, but it is a prime factor in developing new fields of activity in various industries that heretofore have not been fully apprised of the economical benefits obtainable through the proper

use of the wooden barrel in the handling and packing of their products.

The opportunity in this direction for the enlargement of cooperage patronage is, of course, limited to a certain extent, by the scope of endeavor and the funds available for this particular work. It therefore behooves each and every member engaged in the cooperage industry to give his full moral and financial support to this project.

A trade association is the keystone of every industry, the strength of its arch being dependent, of course, upon the support and co-operation of its members. In view of the prestige and ability as a representative body, an institution of this kind is of exceptional advantage in safeguarding and promoting the interests of its particular industry, besides serving as a medium for gathering and disseminating valuable information.

The Associated Cooperage Industries of America is the vehicle by which better results can be obtained through the co-operation of its members than is possible to secure by any individual effort. This has been demonstrated on numerous occasions in matters of vital importance to the welfare of the cooperage industry. The excellent reputation it bears in the business world is emblematic of the principles of integrity and progress that are embodied in its constitution and by-laws. To be a member of an organization of this character is a privilege that should be regarded with sincere esteem, because of its exemplary trade standards, as well as the confidence implied through the use of its trade mark. The appearance of this emblem upon the institution with which he sought to connect himself. What better proclamation to the commercial world could be desired than this mark of distinction with its implication of confidence and integrity, and our members can well be proud of their affiliation with an organization of such high character and reputation.

Traffic Claims

At the conclusion of his report, Secretary Hirt digressed long enough to call attention to the work being done by the traffic department of the association in the matter of handling claims submitted to them. He said that many of the members had been allowing the department to handle claims during the past year and had thereby saved enough money to more than cover the cost of their annual dues to the association.

The leading subject of the session was then opened up by Secretary Hirt reading his article on "Tuning in on Business."

"Tuning in on Business"

We are today experiencing probably the most important and significant situation in the history of our industry. The condition with respect to production, prices and labor is of such a vital character as to call for a practical application of constructive wisdom and forthright in the future guidance of our business.

It is our purpose, therefore, in presenting the subject of "Tuning in on Business" for open discussion, to try and bring out the salient facts concerning the true situation as it exists today; so that through the exchange of opinions, advice and experiences of our members, some means may be found to better enable us to safeguard our interests and accomplish the greatest amount of good for the industry.

The need for a clear understanding among all cooperage manufacturers is obvious; in the sense that broad counsel is the best, while routine thinking is the contrary. Broad counsel can only come when all men in the industry meet and understand each other; too many facts regarding our business cannot be known.

The cooperage manufacturers should profit by past experiences and proceed with caution in the selling policies, in order to avoid the tendency to "Clean Up." Drastic price lowering is just as demoralizing to the trade's future stability as drastic price cutting.

Since the slump in business in 1921 and 1922 the cooperage industry has progressed upon the road to recovery as far as it could with its own unaided efforts. Further developments which are partly within its own control can be accomplished if the rate of increase in prices for cooperage are not permitted to enter a runaway market. The resistance to quick periodical advances usually result in such a hesitant attitude on the part of consumers as to arrest the expansion of cooperage patronage and swerve it to the substitute package.

The appearance of new and suitable substitute containers since the days of post-war prices and inflation is a factor that can, no doubt, be directly traced to the dissatisfaction of former cooperage consumers with the prices prevailing at that time.

Let us, therefore, endeavor to avoid a recurrence of the unsatisfactory period that we have passed through and give this matter serious thought and consideration and "Tune in on Business" in such a manner as will bring about a staple condition, which is bound to create feelings of good-will in our business dealings with the cooperage consuming industries and the general public.

Chairman Kraft swung the subject open for general discussion by saying that a full and comprehensive discussion of all the issues vital to the life and welfare of the cooperage industry was desired and asking that no one sit back and let the other fellow do the talking but for each and every one to say something. Mr. Kraft called upon Walker L. Welford, Memphis, Tenn.—the ever-dependable one when action of any kind is needed—to "set the pace" by giving his expression as to the general business situation in the industry.

Walker L. Welford Advocates Sane Business Policy As to Prices to Insure Safety of Cooperage Trade

Mr. Welford at once acquiesced, beginning his most interesting contribution to the general symposium by telling of his son's enthusiasm about the radio—and that

his chief objection was to the fellow who insists on "listening in." He said that the idea of "tuning in" on business was analogous to the "tuning in" on the radio—it simply meant that one is getting in touch with what his fellows are doing and thinking and saying to and with each other—as a result of which everybody is happy. Mr. Welford then plunged into his main theme with much earnestness, laying great stress on the tendency to advance prices to an unreasonably high level. Unless, he said, the cooperage interests kept "in tune" with the public—or what the public thought was right in the matter of price levels, they would certainly play smash with things generally. Mr. Welford said that he recognized the difficulty which existed in getting people to do what their better reason told them was right and proper in this matter, and that it was just like trying to stop the Mississippi River from overflowing as to try to prevent the regular recurrence of overly high levels of prices, but at the same time he wanted to ask the members of all the groups in the industry to keep their weather eye on the price and strive to keep it within reasonable bounds for the benefit of themselves as well as the consuming public generally. The reaction from too high prices, he said, "always leaves us with more substitute containers to deal with—as evidenced in some recent illustrations of how the steel barrel has been introduced to take the place of the wooden package because of just the things of which I am speaking. If we do not heed these common sense warnings a time will come when the wooden barrel will only be used for such purposes as the steel barrel cannot fill. I only want you all to know what I am thinking about along these lines, and I thank you for your attention."

Manufacturers Claim Ruling Cost Prices Reason for High Prices

Mr. Kraft was right in calling on Mr. Welford to "start something," for he certainly did, and for an hour the floor was occupied by successive speakers, who strove to show that there was no reason to be alarmed, and that the cost of labor, mounting steadily all the time, as well as the increasing cost of logs, was what made the high prices necessary, and not any unwise policy on the part of the cooperage men, as a rule.

M. C. Smith, of the Queen City Hoop Co., Greenville, Miss., told of the high cost of logs, and showed that manufacturers were all entitled to the prices being obtained for their material at the present time.

Hoops are scarce and the high prices are undoubtedly due to the scarcity; yet it was conceded that if hoop prices continue to mount as they have done recently, an apple barrel cannot be made reasonably cheap enough to meet the price which users are expecting to pay for this package. Further, it was the opinion of the clear-visioned that an inflated stock market, forcing barrel prices up over night, will do more damage in the long run than could possibly be covered by any profit that might be gained regardless of what present manufacturing costs were.

E. P. Voll Calls for Co-operation All Along the Line

E. P. Voll, of the Voll Cooperage Co., St. Louis, commended the advice which Mr. Welford had given the members assembled and called upon every one present to do their share in protecting the welfare of the trade. Mr. Voll said, "Mr. Welford in his warning is trying to save us from a re-occurrence of what happened to the cooperage trade two years ago, when we all over-reached ourselves in the matter of prices and suffered in consequence. If the steel barrel or any other substitute is a better container than the wooden barrel it will win out, but don't let us cooperage people put ourselves out of business by going to extremes. Rather let us work and strive towards a stabilization of prices. If we all work together and co-operate as we should—stock manufacturers, jobbers and all—we will all make more progress and everybody would be better off in the long run."

B. A. Jacobs Asks for Better Feelings Between Coopers

B. A. Jacobs, of K. W. Jacobs Cooperage Co., of Milwaukee, followed in pretty much the same strain as the other speakers, laying special emphasis on the benefits that would follow to the entire trade, in all its groups, if there was more information distributed as to the conditions of stocks on hand, and the relative prices, so that the various branches of the industry would have a more accurate and intelligent conception as to just how business was going in all sections or in one section as compared with another. He urged that the coopers get closer together, to the end of overcoming the prevalent sense of distrust which they felt for each other. Mr. Jacobs believed the dissemination of the kind of information mentioned by him throughout the trade would be a long step forward in bringing a better feeling all around among the various groups of the industry.

N. W. Calcutt Speaks on Labor Situation

Newt W. Calcutt, of Dyersburg, Tenn., made a rip-roaring good talk about the general conditions in his section, although he said that he had made fewer staves this year than at any time in the twenty years, for the reason that his raw material was worth more money when cut into lumber. Mr. Calcutt told of selling gum logs at \$35 per thousand and oak logs at \$60 per thousand. He told a distressing story of the labor situation in his section, setting forth how only recently fifty negroes left in one night for various points in the North and East, under the lure of higher wages and more social equality than they enjoy down South. He said it was almost impossible to get men, and that wages were mounting steadily, three advances having been made in their wage scale this year.

Walter C. Hartman Speaks on Hoop Situation

Walter C. Hartman, president of the National Mfg. Co., Detroit, Mich., talked about the hoop situation—how almost impossible it was to get wooden hoops in

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adequate quantities, this hoop scarcity endangering the shipping of the expected big apple crop this year. Mr. Hartman told, also, how the steel and wire hoop people were sold up on their output for many months to come. He argued against pushing up prices to an abnormal level, saying that it militates against all the best interests of the industry, and should be checked as far as humanly possible.

Full Association Participation in Trade Extension Work Applauded

The discussion on trade and trade aspects being exhausted, Mr. Kraftt broke the good news of the co-operation of the entire association today in the trade extension work by the joining with the slack branch of the tight coopers and tight stock manufacturing groups. This coming together of the entire association body in the work of trade extension was, without exception, the outstanding feature of the eighth annual convention.

T. A. Walsh, New President, Is Introduced

At this point Chairman Kraftt introduced the association's new president, T. A. Walsh, of Morris Walsh Sons, Pittsburgh, Pa., who was elected at the executive meeting at its Monday session.

Responding to call of "speech," Tom protested that he was not going to make a speech, but he did want to say that he was both mightily surprised and specially appreciative of the honor which had been bestowed upon him. He promised that he would do his best to give the body a good, constructive administration and asked full co-operation to that end.

V. W. Kraftt, Treasurer

V. W. Kraftt, of the Voll Cooperage Co., St. Louis, Mo., was elected treasurer, while C. G. Hirt, secretary, and Miss M. T. Rogers, assistant secretary, were honored for work well and faithfully done by being re-elected to their respective offices.

New Office Created by Executive Committee

Mr. Voll, reporting on the activities of the Executive Committee, said that the Executive Committee, in addition to other things, had passed the following resolution at its Monday session:

"Resolved, That the office of executive vice-president be created and E. H. Delehough be elected to fill that office. That there be created a Finance Committee, of which the executive vice-president of the association shall be chairman, and the treasurer and secretary be members."

Vote of Thanks for Mr. Hamilton

President Ed. Hamilton was tendered a vote of thanks for his faithful services during the past year, the motion carrying unanimously.

Arbitration Code Committee Appointed

An arbitration code was adopted; the following members being appointed on the committee: Tight Group—Walter Johnson, T. Johnson Co., Chicago, Ill., chairman, 1923-24-25; M. L. Sigman, Monticello, Ark., 1923-24; Henry Wrape, Henry Wrape Co., St. Louis, Mo., 1923.

Slack Group—L. M. Preston, Ozark Cooperage and Lumber Co., St. Louis, Mo., chairman, 1923-24-25; W. M. Davis, W. M. Davis Stave Co., Memphis, Tenn., 1923-24; Daniel Burkhardtmeier, Daniel Burkhardtmeier Cooperage Co., Chicago, Ill., 1923.

In Memoriam

On motion, Secretary Hirt was instructed to prepare suitable resolutions on the passing of the following association members, which has occurred since the November meeting, and forward said resolutions to the respective families. The members whose loss the association mourn are George T. Dyer, Pioneer Cooperage Co., Chicago, Ill.; Albert Will, Himmelberger-Harrison Lumber Co., Cape Girardeau, Mo., and Henry Wrape, Henry Wrape Co., St. Louis, Mo.

All business of the body being done, motion for adjournment was made and the eighth annual convention of the Associated Cooperage Industries of America passed into history.

The Entertainment and Banquet a Splendid Success

It is doubtful if ever in the history of entertainments given in honor of a visiting organization that one so sumptuous and long to be remembered as that given to visiting members of The Associated Cooperage

Industries of America at its eighth annual convention proved to be. The annual dinners of the association have had a reputation for years because of the good time enjoyed by all who participated in them, but the one given in connection with the eighth annual will go down in history as by all odds the best of them all.

The Entertainment Committee, which was made up of some of the live-wires in the St. Louis trade, spared neither pains, money nor time in providing for this enjoyable feature which always accompanies the business side of the convention. As the visitors and guests entered the grand banquet hall of the Jefferson, a royal feast for the eye was set forth as they passed in single file through an improvised labyrinth, at the end of the serpentine twistings of which they went up three steps to a platform, on which, in languid style, were jolling in various postures the ladies of the Royal House of Old King Tut. Gorgeously clad (?) in some instances, these ladies regaled the coopers as they marched to their seats with haunting melodies reminiscent of the days of the Rameses and the period in which the Pharaohs ruled the roost in the old Egyptian realm.

Cigars and cigarettes were passed by dainty fingers to the guests, and some of the dancing girls handed out caps, hats and other forms of headgear, which went to the social board. Two of the most brilliant quartets of singers in St. Louis discoursed new and old songs and popular favorites of the present time between the courses of the dinner. The singing was interspersed with instrumental selections, dances and tableaux, which were as beautiful as they were diverting and as charming as they were melodious in character. Every one present was willing to confess at the close of the evening's entertainment that it was the top-notch in the association's history.

During the course of the evening, Victor W. Kraftt, E. S. Charlton, E. P. Voll and Henry P. Kraftman seemed to be ubiquitous, as they were here, there and everywhere, closing up the gaps, looking after the welfare and comfort of the guests, coaching the players, dancers and singers, and contributing in various and divers ways to making the entertainment and dinner the grand success it proved to be. A group photograph was taken of the gathering at the opening of the dinner, which, owing to the formation of the dining room, did not allow full justice to be done to all the "boys." However, they were all there and confessed to having the "time of their life." Could more be asked?

HENRY WRAPPE PASSES ON

Steadily the cooperage industry is being called upon to suffer the loss and sorrow attendant upon the passing of its oldest members, the latest one to leave the trade being our highly esteemed and well beloved friend, Mr. Henry Wrape, of The Henry Wrape Co., St. Louis, Mo. Mr. Wrape had been ill but a short while and when death came, May 4th, his immediate family was at his bedside.

It is doubtful if any man in the cooperage industry was more widely known and sincerely regarded than this fine old citizen of St. Louis and veteran of the trade in which he spent the greater part of his lifetime. Henry Wrape was a man whose name was the synonym of personal honor, and the highest integrity in all the relations of life, and he was esteemed as much in the social world as in the commercial field to which he had given the best energies of his career. A big and far-visioned man at all times, Mr. Wrape was numbered among the real progressives of the trade, being one of the original founders of Tight Stave and Heading Manufacturers' Association, one of the association bodies merged in The Associated Cooperage Industries of America, and he has been a loyal and staunch association supporter ever since. Members arriving in St. Louis for the Eighth Annual, paid their respects to the memory of their old comrade by attending Mr. Wrape's burial, on Monday, May 7th.

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Interested from the first in the manufacture of tight staves and heading, Mr. Wrape started operations in Paragould, Ark., later moving to St. Louis, from which city he has directed his large and widely extended business.

Mr. Wrape is survived by a son, Harold J. Wrape, and by three daughters, Mrs. William C. Shannon, Mrs. J. A. Jeffers and Mrs. Joseph O'Neil, to each and all of whom the JOURNAL extends deepest sympathy in the bereavement that has come to them.

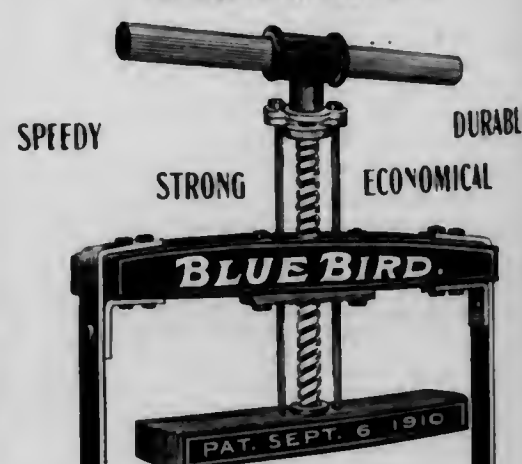
To The Henry Wrape Co., and the six stalwart nephews who were associated with Mr. Wrape in business, namely: Henry J. Wrape, William R. Wrape, Frank S. Wrape, Robert Wrape, J. L. Wrape and L. P. Wrape, individually and collectively is extended sincere regret at the passing of the company founder and president, while the belief is expressed that as finely as their uncle has builded so finely will they "carry on."

EXPECTS TO KEEP BUSY

WASHINGTON COOPERAGE & PACKAGE CO., RICHMOND BEACH, WASH.—The demand for cooperage stock and barrels is normal for this time of the year. There will not be the Alaska herring barrel demand that we had last year, but we expect to keep busy by supplying staves and heading to other shops. We are in need of a good second-hand heading jointer with boring attachment. Also a 16-inch drum to fit Whitney saw.

"BLUE BIRD"

The Guaranteed Apple Press



Built of selected hickory and cold-rolled steel. Non-twirl follower carried on heavy guide-rods. Extra sturdy cross-member and drive-screw. Three-inch screw-socket in cross-member and reinforced cup in follower. Heavily braced to insure rigidity.

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Used machinery rebuilt by experts, production guaranteed.

STAVES

Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney, Planers, Oram, Dreadnaught, Gerlach, Jointers, Oram, Gerlach, foot power, Cutters, Greenwood No. 3 and No. 4, Crossers, Oram, Gerlach, Holmes, Presses, Wayne, Hoosier.

HEADING

Saws, Noble, Greenwood, Trevor, 48" to 60". Planers, Trevor, Rochester, 20" and 24". Turners, Greenwood, Trevor, Gerlach, Oram, Rochester, Jointers, Greenwood, Trevor, Oram, Rochester, Presses, Noble, Greenwood.

MISCELLANEOUS

Knife Grinders, Noble, DeFance. Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY,
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FOR SALE—

Holmes No. 48 hoop driver. Brady double-end trusser. St. Joe Stapling machine. Toledo hoop welding outfit. Bliss hoop-forming machine. 60-inch Greenwood heading jointer. Greenwood power-feed heading jointer. Whitney 20-inch stave saw. Oram double-wheel stave jointer.

All machines guaranteed.

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Two Greenwood Heading Turners. One Heading Sawing Machine. One No. 4 Stave Cutter. **ROCHESTER BARREL MACHINE WORKS,** Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine line of barrel, stave and heading machines. If you want to sell, send us your list and prices. Address E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—One full line of tight cooperage machinery, windlass, leveler, trusser, crozier, heading-up machines, lathes, thin hoop drivers, hoop punching machine, flaring machine, riveter, expander, truss hoops all sizes. All in good condition, used until January of this year. Address "TIGHT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—One Glader double-power hoop punch. Address W. F. ROBERTSON STEEL AND IRON CO., Cincinnati, Ohio.

FOR SALE—Full line of butter tub and barrel machinery. AURORA COOPERAGE CO., Aurora, Ill.

MISCELLANEOUS

We are in the market for one trip steel drums in good condition, also cotton-seed oil, and No. 1 Lubs. Quote prices I. O. B. Philadelphia. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

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Cooperage Stock
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Quotations Cheerfully Made

208 So. La Salle St. Chicago, Ill.

SECOND-HAND BARRELS WANTED

WANTED—Second-hand charred pickles, vinegars and cider barrels; also second-hand oils, tars, pitch and glucose barrels. State kind, quantity and price in first letter. Address "FOREMAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To buy second-hand turpentine oil and half oil barrels. JOHN EBERSBERGER, INC., 237 Wilson Avenue, Newark, N. J.

HELP WANTED

WANTED—Capable superintendent small tight stave mill. Will have full charge. State experience, salary expected, etc., in first letter. Address "MILL," care OF THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Foreman for slack heading and stave plant. Must have experience in the manufacture of slack heading and staves. In answering give reference as to ability in making such stock. Address "FOREMAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

POSITION WANTED

WANTED—Experienced slack cooperage superintendent would consider changing position to connect with aggressive firm who needs a thoroughly capable man. Address "References," care NATIONAL COOPERS' JOURNAL, Philadelphia.

WANTED—Position by young man with many years' experience in the buying and selling of new and second-hand tight barrels, also in the management of office; would consider changing position to connect with aggressive firm who needs a man who knows the business thoroughly. Address "C. M.," care OF NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—By young man, married, who has thorough knowledge of the second-hand barrel business, lacked by many years' experience, executive position with a live-wire house; at present employed, but desires a change; can furnish desired references. For further information address "EXECUTIVE," care OF THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WANTED—The agency for selling new white oak hardwood kegs, half barrels and barrels for a good responsible concern. Address JOHN EBERSBERGER, INC., 237 Wilson Avenue, Newark, N. J.

WANTED—To get in touch with some manufacturer who will contract with us for the jointing of slack barrel staves. NEPSA COOPERAGE, INC., D. W. SUPPERSTEIN, secretary, 1625 West 12th Avenue, Denver, Colo.

FOR SALE—Second-hand cooperage business established 25 years and located in a very busy manufacturing center of New England, where excellent opportunities for this line of business exist. Reason for selling present owners want to retire. Address "NEW ENGLAND," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE OR RENT—The buildings and ground for immediate operation of a stave, heading and hoop mill in best location on Ohio River and two trunk railroads in Mound City, Ill., with or without boiler plant. Inexhaustible supply of timber can be had adjacent by rail or river at low rates. Present splendid opportunity for stumpage near the plant on Ohio River and milling in transit railroad territory. Cairo, Ill., freight rates to markets. Owners of former operation of saw and planing mill retiring from business. Apply to WILLIAMSON & KUNY, Mound City, Ill. Near the Cairo, Ill., industrial district.

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WANTED—Plants to locate.—We have splendid locations for mills to manufacture CUT STAVES, BUTTER TUBS, HEADING, HANDLES, NAIL KEYS, etc.

We have about 50,000 acres of timber lands in Florida, consisting of various hardwoods and southern yellow pine. Our tramroads run right through the timber and connect with railroads, which have low log freight rates to adjacent good towns where living conditions, climate and shipping facilities are of the best and freight rates to consuming centers reasonable. Plenty of cheap and efficient labor procurable. For further particulars apply to owners, WILSON-OTWELL & CONE, INC., Jacksonville, Florida.

STOCK WANTED

WANTED—Five cars, each of 34-in. wine staves and 36-in. gum staves, either air dried and listed or K. D. & J. Several cars of 17 to 30-in. cut-off staves and several cars of 11 to 18-in. cut-off heading in both white oak and red oak. LOUISVILLE COOPERAGE CO., Louisville, Ky.

PLANT FOR SALE

FOR SALE—A slack stave, heading and lumber mill, in A-1 running order and located in a section where they are using from 5,000 to 7,000 sets of heading per day. Plenty of hardwood to be had for years to come. Good shipping center both in and out. Have blacksmith shop, 8 sets of trucks, 4 sets of sleighs and tractor for lumbering. Plant located in Marine City, Mich. Address "MICHIGAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SLACK STAVE MILL FOR SALE

FOR SALE—Slack stave mill, good location for timber; fifteen acres of land on White River. Address INDEPENDENT COOPERAGE COMPANY, Ft. Wayne, Indiana.

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FOR SALE—About one carload 5½-foot hand-shaved ash hoops; half carload 4-foot 4-in. coiled elm hoops. Address PROCTOR BROS. & CO., Nashua, N. H.

FOR SALE—Three cars of No. 1 29" spruce and fir staves cut ¼" and jointed ½" bilge. Apple barrel staves and heading. One car 65,000 strictly No. 1 6-foot coiled elm hoops. One car 17½" hardwood heading. Write for price. BURNHEIMER & MANK, North Waldoboro, Maine.

FOR SALE—TIMBER LAND

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousa, La.

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FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.

Tanks—300 to 18,600 gallon capacity.

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Vats and tubs—275 to 4,000 gallon capacity.

Write for detailed list, prices and dimensions. Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—We have to offer in carload quantities first-class hardwood syrup barrels, coca-cola barrels and heavy staved wine barrels. Also first-class vinegar barrels. Make offer, don't ask for prices. TOLEDO BARREL & BAG COMPANY, Toledo, O.

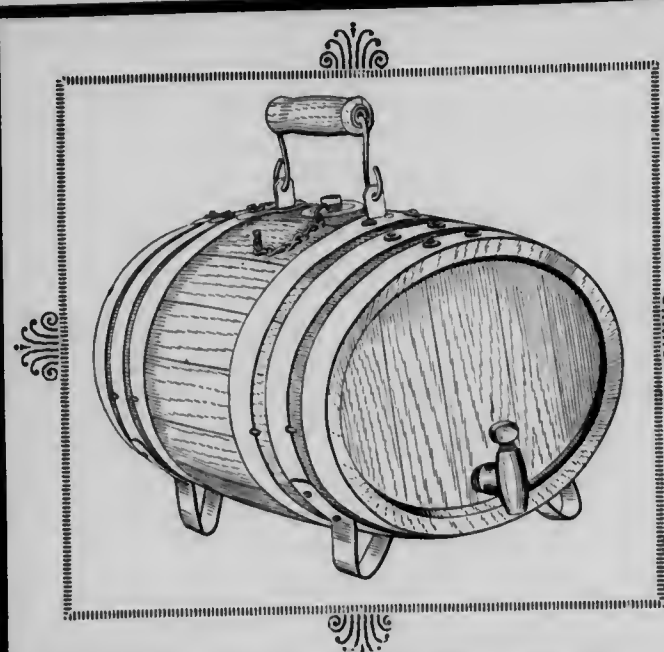
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Hand Made
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Made of the very finest sap clear, White Oak, wine grade staves and heads, oval, galvanized iron hoops, with four legs, brass and wooden handle, brass faucets, non-corrodible metal bung, unparafined, highly varnished.

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Useful as well as ornamental. Just the thing for the boat, camp, cellar, dining room or serving counter.

Prices are one-third cost of manufacture today
Prices greatly reduced on large quantities

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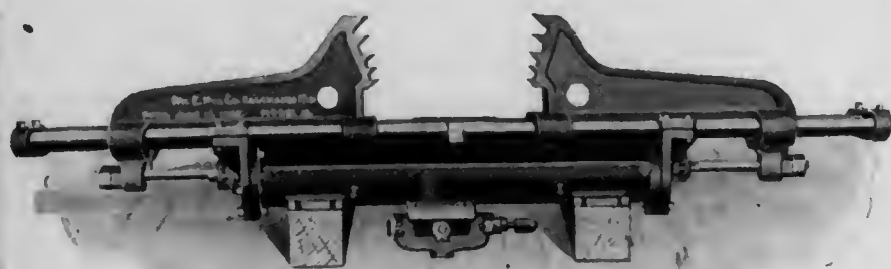
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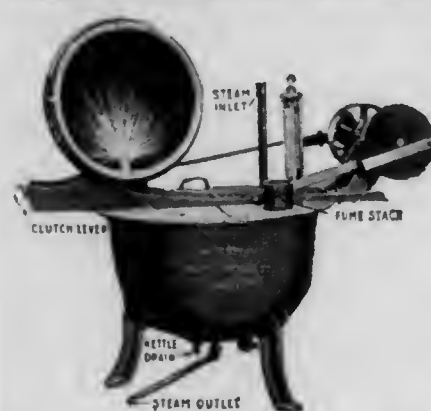
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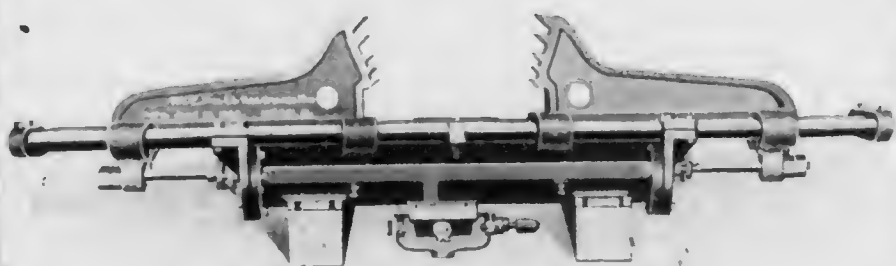
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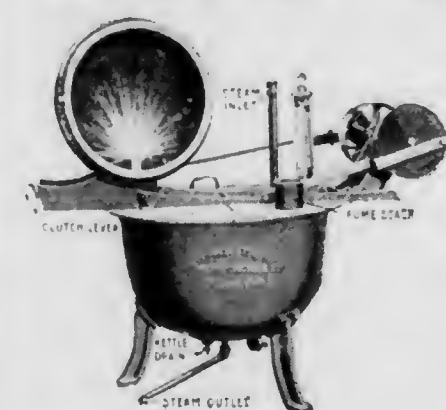
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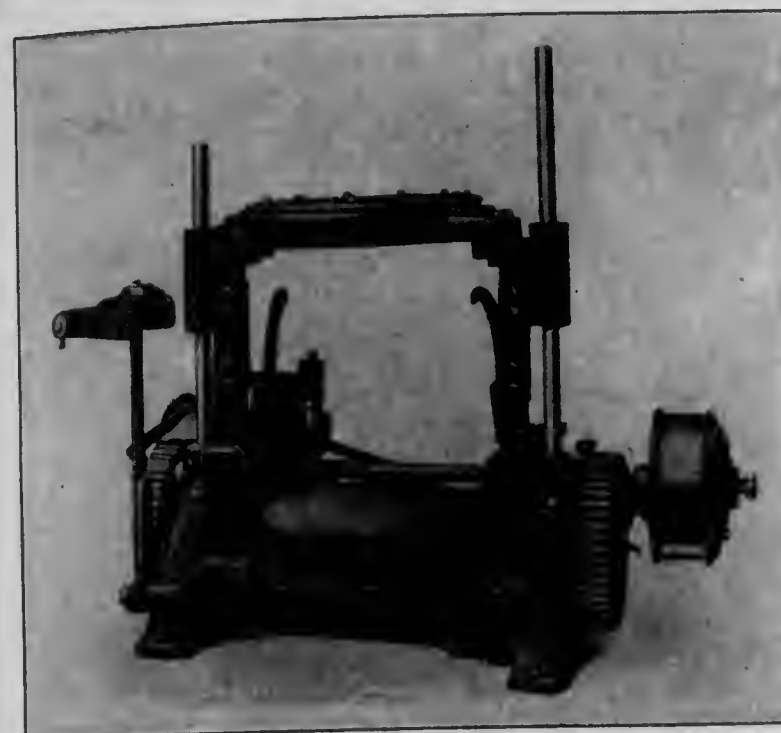


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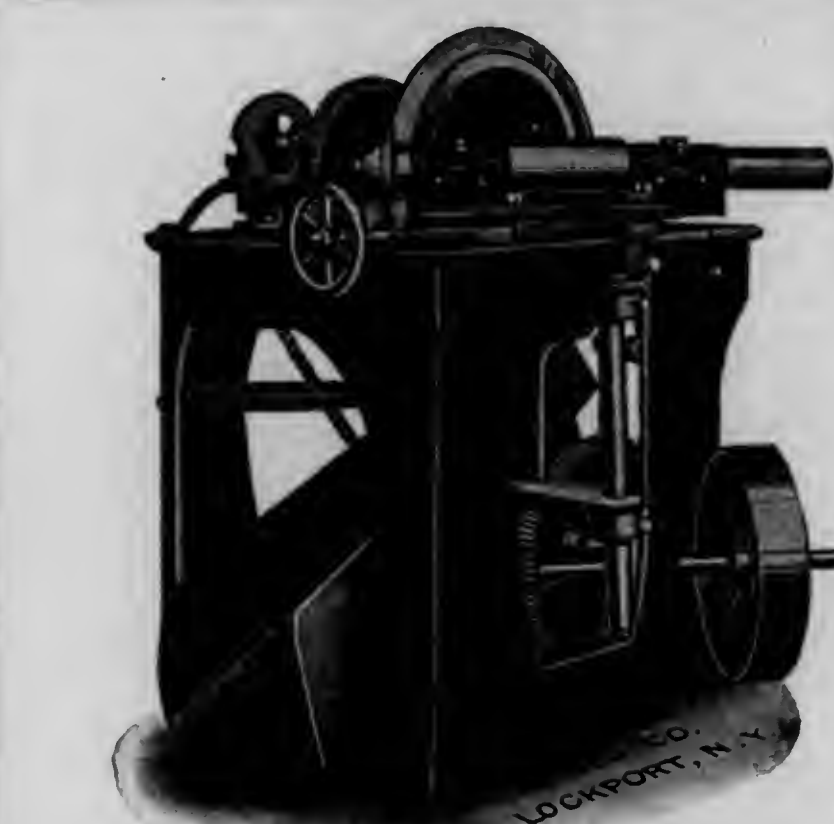
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barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with. Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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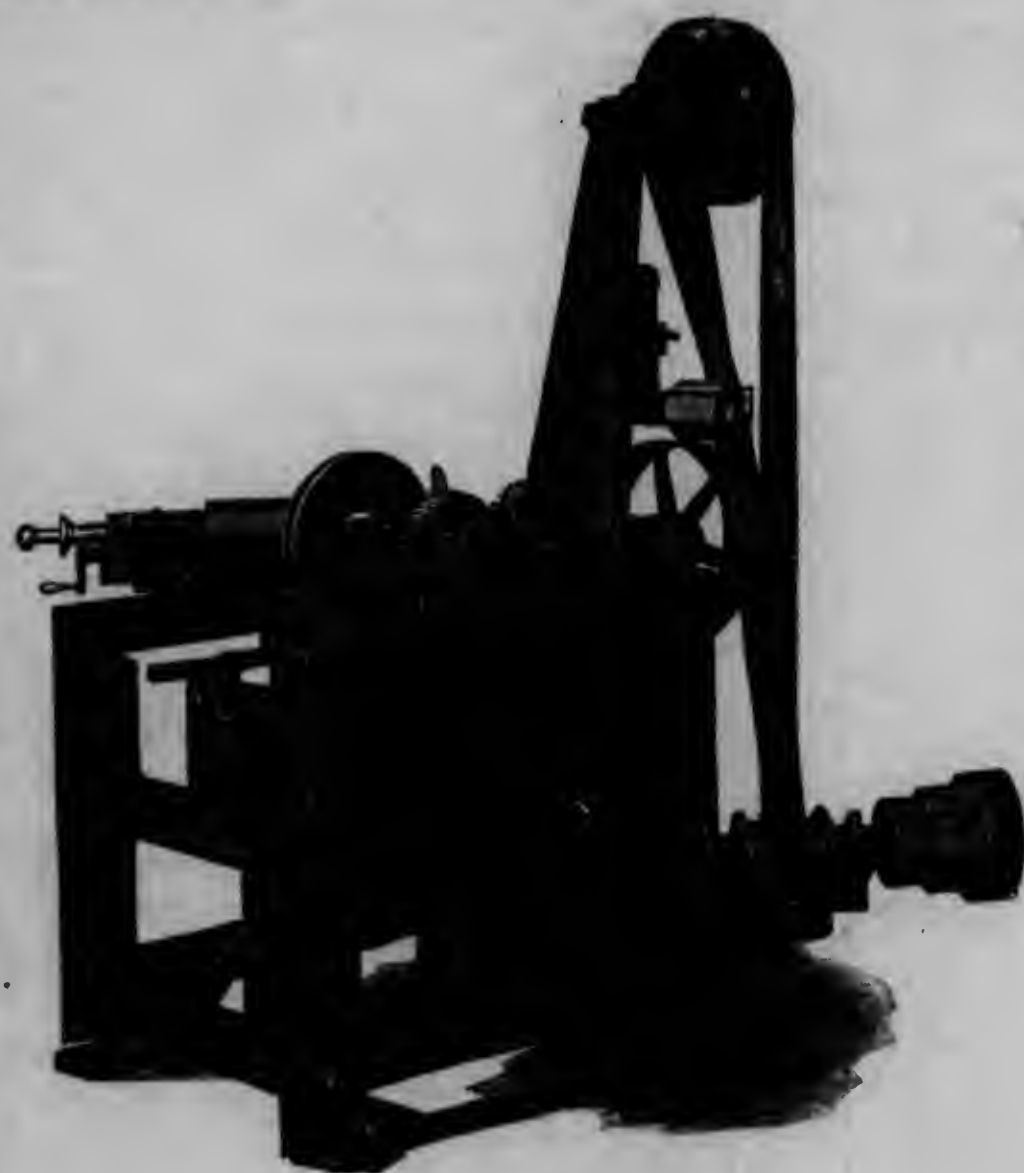
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VOL. 39

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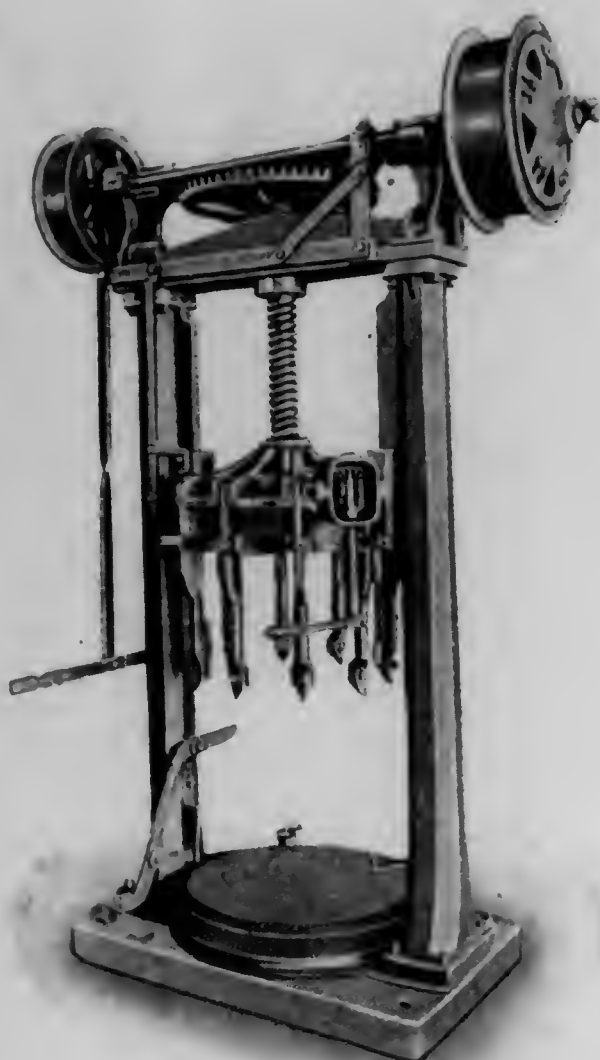
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It has a triple threaded screw, which, in addition to the increased speed, makes it powerful enough to drive the hoops down with one stroke without having to back up the machine to get a new start.

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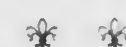
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Casks or Barrels for
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Are Bound to Result*

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Fort Wayne Indiana

Slack

Staves

Hoops

Heading

*Straight,
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Cars*

*Apple Barrel Stock
Now!*

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GOOD STOCK is what we want to buy
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**Slack Barrel Staves
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that is the result of select timber and years
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this is the service that an efficient and
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Let us quote on, or fill your next order whether
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General Sales Offices
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*All grades guaranteed to be strictly in accordance with
rules of the Associated Cooperage Industries
of which we are a member.*

New Hampshire Stave & Heading Mill

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SLACK HARDWOOD COOPERAGE

We are now equipped to furnish
crozed staves in various lengths

Mills: North Stratford, N. H.

Sales Office: 79 Wall Street, New York, N. Y.

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ESTABLISHED 1876




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"PASCOLA" **SLACK BARREL STAVES** "PASCOLA"

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Superior Missouri-grown timber worked in modern mills by experienced and thoroughly competent "stavemen."

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ALL LENGTHS ALL GRADES

LET US SUBMIT QUOTATIONS

PASCOLA STAVE COMPANY
Pascola Miss.

Kegs and Barrels

Any Kind, for Any Purpose

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Thirty years of Quality production is the foundation upon which our leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

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Enormous Factory Capacity
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Cars Straight, Matched or Mixed

CLEVELAND, OHIO

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Manufacturer of
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Staves
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Flour and
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ORDERS solicited for straight or mixed cars. Local coopers supplied. Write us whether you want to buy or sell as we know we can deal to your satisfaction.

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STEPHEN JERRY & COMPANY, Inc.

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TWISTED SPLICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS

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Since 1888
Manufacturers of

QUALITY STOCK

OUR NORTHERN ELM HOOPS
"BEST BY TEST"

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The kind that functions without any petty annoyances and irritations, that is courteous, helpful and efficient, and that is pledged to the perfect satisfaction of our patrons—that is "HENNING" service.

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"Quality Plus"

Slack
Staves
Hoops
Heading

SUPERIOR timber, equipment and workmanship, are three items emphasized in our business policy. We take that pride in our product that demands the very best in raw materials and manufacturing methods, and we have the supreme satisfaction of knowing that our mills produce only the very highest grade of STOCK.

Complete Stocks Prompt Shipments
Satisfactory Service

Write Us for Apple Barrel Stock

The National Coopers' Journal

THIRTY-NINTH
YEAR

PHILADELPHIA, JULY, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 3.

New Orleans Reports Truck Production Has Increased Over 100 Per Cent. During Last Year, with Barrel Consumption Exceeding this Rate of Increase

The JOURNAL's New Orleans correspondent has frequently commented in its columns on the rapid increase of vegetable production in the vicinity of New Orleans, but has understated the case. At a banquet recently given here by the Truckers' Ice and Cold Storage Company to the truckers, it was shown on the testimony of the parties in the best position to know that the growing and marketing of truck in this immediate vicinity had increased 100 per cent. in the last year, and had fair to increase at the same rate in the next crop year.

It was shown that during the past few years the market for New Orleans truck had been greatly extended over the North and Northwest, and even into Canada.

Larger Proportion of Truck Than Ever Before Going in Barrels

The interesting fact in this connection is that the use of truck barrels has increased even faster than the production of the truck itself, a larger proportion of the production than ever before being shipped in barrels.

Why Not Barrels for Bull-Nosed Peppers

In one trucking section near here there is a box and crate factory working night and day in a desperate effort to supply the local demand for packages, and what do you suppose the crop is that is being shipped in such quantities? Bull-nosed peppers. Why are no barrels used by this trade? If some man knows a good reason why the barrel is especially suited for a container for bull-nosed peppers, and can demonstrate that it is a mistake, not to say a crime, to use any container but the barrel for that particular product, he should go at once to Hammond, La., and do some missionary work, for the bull-nosed pepper people have not yet caught on to the barrel. In other sections, other kinds of peppers are staple crops, and these are sometimes put up in vinegar and carried and shipped in barrels.

Pickles in Barrels Becoming More Popular

Pickles in barrels are becoming more and more popular, and the people who put up the 57 varieties not only ship pickles by the barrel to the retailers, but also furnish a glass container for use in displaying smaller quantities on the counter, so that the barrel need not be kept at the front.

Aprons of Loading Heading

What is the right way to load heading into a railroad car? If the car is not well loaded the heading bales are shaken to pieces in transit, and when heading is unloaded with a scoop shovel it does not have much more than a fuel value, and even in the best loaded car there are likely to be three or four bundles that have gone to pieces. When heading is unloaded directly into a coopershop, to be used at once, a few broken wires make little difference, but when the stock is to be stored for a time and then reshipped, the broken bundle is a loss and a serious annoyance. Some of our friends at the mills believe that heading rides best and safest when it is loaded "rollways," that is, on the bevel, instead of on the flat ends of the bales. Some of the buyers of heading, however, take the opposite view, and say that when heading is loaded "rollways" the baling wires are caught between the bales, and the beveled edges of the heading act like two rows of saw teeth, and bite or saw the wires in two.

Bale Piles Must be Level to Insure Good Order at Destination

Personally, we prefer loading heading on the flat of the bales, but no matter how the bales are placed, the piles must be level, and so crowded into the car that there will be no shaking about or lost motion in the load, if it is to reach destination in good order.

Stock Mills Are Busy

The stock mills in this section are busy, the older mills working along their usual lines, while the new mills are busy filling orders booked before the plants were completed.

The new stave mill at Melville, La., is doing a good business, and while it began work as a "half-time" mill, it will soon rank among the "full-time" mills, with double its present capacity.

A new stave mill is now under construction at Hammond, La. It is in the southern section, on the highway between Hammond and Pouchatoula, and will soon be in operation. It is said that sufficient timber has already been contracted for to supply the mill indefinitely.

A Problem in Mathematics

Are you good at figures? One of our city coopers figures his cost of making a No. 2 barrel as follows:

6 elm hoops, \$17.50	.....\$10 1/4
1 set 19 1/4-inch heading, if you can get it for that	.....21
18 30-inch staves for the barrel, and 2 extra staves for breakage	.....01
Liners, nails and staples	.....00 1/2
Cost of receiving, handling and storing the stock	.....00 1/2

Total cost of materials	.....\$43
Labor cost of manufacture	.....07 1/2
Loading out and drayage	.....01

Current price of finished barrel	.....\$51 1/4
	.....50

Cooper's loss per barrel.....\$01 1/4

According to these figures our friend is one and one-half cents nearer to the poorhouse every barrel he makes and sells—that is, if he is lucky enough to find sale for his output, and does not have to hold it as a floor-warmer. We notice, however, that this gentleman wears good clothes, and has a three-meals-a-day look. It is a well-known fact that figures won't lie, but figure this problem out for yourself.

Another friend, a stave mill man, figures his cost as follows:

Timber for making 1,000 30-inch staves	.....\$4.00
Cutting and piling 1,000 30-inch staves	.....1.16
Joining and handling	......75
Total overhead expense per 1,000 staves	......60

	.....\$6.51
Probable freight to New Orleans	......75

Total delivered cost.....\$7.26

If you will compare this total cost of production with the prices charged in this city, you will find that there is either some error in the figures, or this gentleman is paying a high income tax. Figure it out for yourself. There is a mistake somewhere.

Barrel Making Price Too Close to Selling Price for Comfort

There have been no important changes here lately either in conditions or prices. Although the prices of the materials are a little too close for comfort to the prices of the finished products, business is fairly good; some of the shops are crowded with work, all are doing something, and movements of stock are active.

Some Plants Manufacturing and Equipping at the Same Time

The new shops here, in order to make some rush shipments, began operations before their plants were finished, and are now manufacturing packages and completing their equipment at the same time.

Brooklyn Shop Is Busy

The big Brooklyn shop is busy, working on both tight and slack packages, and are also filling some large orders for shooks. They are buying large quantities of certain kinds of stock, and at the same time are filling orders for stock of other kinds.

Mr. Hirsch Has His Finger on the Pulse of the Sugar Market

The Louisiana Cooperage and Mfg. Co., with Philip Hirsch in active charge, has been making many repairs, renewals and improvements in the plant. They are always doing some business there, though the plant is so big that it is hard to tell when they really are in full operation. Mr. Hirsch has long been an active figure on the Sugar Exchange, and when there is any business in the way of sugar or syrup, or containers for either, he is the first man to know about it.

Why This Attitude?

Some boss coopers complain of dullness in the market, but for all that they are carrying large supplies of stock, and are in the market for more, so it may be inferred that their complaint is only a blind. They are getting the business, but don't want to give the snap away.

PIGMENT, PAINT AND VARNISH TRADE FLOURISHING

The healthy condition of the pigment, paint and varnish industries is shown in the export report for the first quarter of 1923 by an improvement of 41 per cent. in the first quarter of 1923 over the first three months of 1922, shipments having risen from an aggregate value of \$2,613,536 to \$3,690,980. Expansions were evident in all of the items included under this class, except in white sublimed lead, varnishes other than oil and bone black. The value of the last named, however, fell short of the 1922 figures by but \$26. Foreign sales of mineral earth pigments, ochers, umbers, siennas, metallic whiting, etc., in January-March, 1923, totaled \$244,828 (6,705,618 pounds), surpassing those of January-March, 1922, by \$58,228 (1,238,853 pounds). The total tonnage of zinc oxide sent abroad more than doubled, from 1,664,224 pounds in the first quarter of 1922, to 3,481,465 pounds in the similar period of 1923. During the first three months of the current year, exports of lithopone were 1,035,241 pounds (\$56,149); bone black, 546,204 pounds (\$32,856); carbon and lamp-black, 4,684,391 pounds (\$709,640), and red lead and litharge 1,226,819 pounds (\$120,405). Shipments to foreign countries of enamel paints and others ready mixed, likewise more than doubled, from 213,584 pounds (\$66,891) of enamel in the first 1922 quarter to 500,060 pounds (\$135,926) in January-March, 1923; and from 252,270 gallons (\$524,526) of other ready-mixed paints in the 1922 period to 2,235,338 gallons (\$1,024,089) in 1923. Oil varnishes also showed an increase, comparing the corresponding three months of 1922 and 1923, going from 59,717 gallons, valued at \$123,674, in the earlier period, to 112,068 gallons, valued at \$204,616 in 1923. Exports of linseed oil also gained. Figures for the two quarters recorded a rise of 47 per cent. in value, from \$69,989 (628,895 pounds) to \$103,104 (807,245 pounds).

CANADA AND THE EXPORT FLOUR MARKET

By underselling the United States and other flour-exporting countries, Canada is rapidly developing a foreign market for its flour that must be disconcerting to her competitors, according to the "Northwestern Miller," Minneapolis, Minn. In the last two years Canada's flour exports have increased 66 per cent., while those of the United States gained only 18 per cent. "The Miller" says Canadian flour is quoted in the London market consistently two to four shillings per sack lower than comparable grades from this country.

NEW TOWN SPRINGS UP ON POWELL NATIONAL FOREST

President Harding's Executive order of May 21, 1923, eliminating eight sections of land from the Powell National Forest in Utah and at the same time reserving for town-site purposes 131 acres of the land so eliminated, marks the latest step in the birth of a new town—Boulder, Utah.

Northeast of Escalante, Utah, and most readily accessible by "Dead Man's Trail," which used to be lined with the bones of horses that had slipped to death from its dangerous tread, lies a beautiful region, which to many of the early pioneers presented an irresistible appeal.

There were no roads, but the simple essentials of life were brought in, and even a piano was transported to one of the more prosperous ranches. A farming community of widely scattered ranches was thus developed.

Five or six years ago the need for a real community center at which the settlers could congregate during the winter months and secure educational, church, and other facilities, became acutely apparent and the settlers finally decided that the Boulder ranger station, cleared and improved by the Forest Service, United States Department of Agriculture, offered the most advantages. The Forest Service thereupon subdivided part of the station into residence tracts and authorized their use.

BUFFALO COOPERAGE MARKET

The slack cooperage demand is light and coopers are afraid of the present high prices. There is little doing in flour, owing to the severe declines which have taken place in the market. With patent flour down to the lowest prices in several years, buyers are taking it in only small quantity, and the summer season is also causing some holding off. The export demand is also light.

Ruling Stock Price Market Is Strong

Prices are stronger now than a month ago, although it was thought at that time that the peak had been reached. Country coopers who are often disposed to buy at this time are holding off, as they object very strongly to laying in a lot of stock until they get an idea of what the apple crop will be. Quotations on stock on June 20th were:

No. 1, 30-inch elm staves	.....\$18.00@18.50
No. 2, 30-inch gum staves	.....14.00@14.50
No. 1, 30-inch gum staves	.....17.50@18.00
No. 1, 28 1/2-inch elm staves	.....18.00@18.50
No. 1, 28 1/2-inch gum staves	.....17.50@18.00
No. 2, 28 1/2-inch gum staves	.....14.00@14.50
Mill run, 28 1/2-inch gum staves, fruit	.....14.50@15.00
Six-foot hoops; six-foot-nine hoops	.....31.00@32.00
No. 1, 19 1/4-inch basswood heading	.....17 1/2@18c
No. 1, 19 1/4-inch gum heading	.....17 1/2@18c
No. 1, 17 1/4-inch basswood heading	.....16@16 1/2c
No. 1, 17 1/4-inch gum heading	.....16 1/2@16 3/4c

The Prospective Apple Barrel Demand

Apple growers are alarmed over the prospect that barrels may go to \$1 this year. Based on present stock prices, the coopers will have to charge 75 to 80 cents to make any profit, and if the market continues to advance a further rise in barrels will be required. The result will be, in the opinion of many persons, that the use of barrels will be abandoned to a large extent in favor of baskets. Growers think an apple barrel should sell for not over 50 cents, but they can not now be made for anywhere near that amount.

Appropos of the Tight Barrel Market

The market on tight barrels is reported quiet, but prices are strong. Gum vinegar barrels are \$2.75; red oak, \$3; white oak, \$3.25 to \$3.50. A member of the trade says most buyers are holding off at present, having anticipated a portion of their wants. He predicts that prices will be lower within sixty days, as it is difficult to get buyers interested while the market is so strong. But with so much building promised for this fall, oak may go still higher.

Vinegar Barrel Shipment Suit Settled

In an action brought by the Curry O'Reilly Company against the Housel Packing Company, to recover on a shipment of vinegar barrels, the jury at Albion, N. Y., after deliberating for thirty-five minutes, brought in a verdict for the full amount claimed, \$1,092 and interest for two years. The plaintiffs shipped a car of 210 barrels to Holley in October, 1920, this being the fourth car of a shipment of 778 barrels, or 178 more than the defendant ordered. Evidence showed that the defendant had diverted the car from Holley to Lyndonville, without notifying the plaintiffs, who held that the defendant had thus accepted the full amount shipped.

Interest Shown in Coming New York Apple Show

Arrangements are being made by apple growers for a big apple exposition and fruit show to be held in the Grand Central Palace, New York City, in the fall. A number of eastern States are co-operating in the plan, which will place on exhibition thousands of barrels and boxes of fruit of high grade and packing, besides numerous trade exhibits. This will be a chance for eastern New York apple growers to show the superior quality of their fruit and to make good business connections in the biggest city in the country.

Trade Regrets Mr. A. W. Higg's Death

The slack cooperage trade learned with much regret of the death of Ashbury W. Higgs, who was associated with the National Manufacturing Co., Detroit, as selling representative in New York State territory. He had been calling on the trade in this section for many years.

Trade Notes of General Interest

The Niagara Cooperage Co., Lockport, N. Y., reports a fair demand for fruit barrels and something doing in the flour barrel line.

H. T. Pennypacker, president of the Quaker City Cooperage Co., has returned from a two weeks' automobile trip to New England. The company's shop is getting a fair demand for flour barrels.

There is said to be a very quiet market in the sugar trade, and small lots are the rule. Retailers are congratulating themselves that they held off buying, as prices have declined. But with hot weather coming on, sugar prices may quite possibly advance again.

Jackson & Tindle state that some buying of cooperage material is being done, especially by country coopers, but there is no brisk business, as coopers do not want to tie up a lot of money in high-priced stock. They will probably buy cautiously all through this season.

PLAN TO MARKET SWEET POTATO CROP

Representatives of Southwestern States gathered recently in Texarkana, Texas, to outline plans for the co-operative marketing of sweet potatoes.

WILL ERECT NEW PACKING PLANT

The F. F. V. Products Company, Norfolk, Va., has been incorporated with \$350,000 capital to engage in meat packing. The company has purchased twenty-two acres of land as a site for a plant.

PACKING COMPANY INCORPORATES

The J. A. Baker Packing Company has been incorporated at Greensboro, N. C., with \$500,000 capital, by John A. Baker, J. H. Hanley and Marcus Erwin, of Asheville, N. C.

DALLAS CEMENT AND OIL PLANTS WILL HAVE INCREASED TRACKAGE

The Santa Fe Railroad will build, at a cost of \$600,000, railroad tracks between the main line of the railroad at Dallas, Texas, and the cement and oil plants in West Dallas.

NEW COOPERAGE COMPANY INCORPORATED

The Rochester Cooperage Co., Inc., has just been organized to do a general cooperage business at East Rochester, N. Y. The capital stock of the new company is \$150,000, and F. J. Davidson, 52 Vanderbilt Avenue, is one of the incorporators.

TO MAKE BARRELS AGAIN AT GIBSONTON MILLS

After being shut down for practically four years, the cooperage department of the Gibsonton (Pa.) Distilling Co. is being made ready to manufacture barrels again, Mr. B. Weisman, of Braddock, Pa., having purchased a large amount of staves, etc., when the plant shut down. It is said there is enough material on hand to make up 40,000 barrels. The work will be done under the supervision of J. A. Neil.

WILL MAKE FRUIT AND VEGETABLE PACKAGES

Construction of a modern veneer plant has been started at New Bern, N. C., by the North Carolina Veneer Company, which has been recently organized under the laws of North Carolina, with a capital stock of \$100,000, by S. LeRoy Layton and John H. Layton, of Frankford, Del.; J. V. Blades, president of the Neuse Lumber Co.; H. M. Bunting, treasurer of the Bridgeport Lumber Company, of New Bern, N. C. The company will manufacture fruit and vegetable packages, egg cases and orange shooks.

SELLS SPOKE PLANT

The Ashcroft-Hampton Manufacturing Company has sold its spoke mill at Fordyce, Ark., to the Motor Wheel Corporation. The latter has its main headquarters at Lansing, Mich., and southern headquarters at Memphis, Tenn.

SECURES CONTROLLING INTEREST IN NEW ORLEANS AND LOWER COAST RAILROAD

According to report, approximately 49 per cent. of the stock of the New Orleans and Lower Coast Railroad has been sold to W. D. Pratt, of Kansas City, Kan., under conditions that assure the transfer of the entire interest to him. The purchaser plans to develop an industrial terminal on the west side of the Mississippi River, opposite New Orleans. Mr. Pratt owns 8,000 acres of land, with a ten-mile water front.

COOPERAGE EXPORTS

Cooperage exports in April were 3,213,767 staves (1,425,533 tight and 1,788,234 slack), 206,525 sets of heading, 144,797 tight shooks, 14,350 slack shooks, and 25,101 empty barrels. Of both kinds of staves, Canada took 1,426,620; Cuba, 606,001; Spain, 214,270; France, 195,756; United Kingdom, 126,326, and Portugal, 117,658.

ST. LOUIS COOPERAGE MARKET

The cooperage situation, according to the leaders of the industry in this section, is in a rather anomalous condition. Between the upper and nether millstones of the labor shortage and the vagaries of the weather, production has been all shot to pieces, and while demand is excellent and inquiries numerous, it is as big a job to get the stuff shipped after it is ordered as it is to get out the timber in the first place. Getting on the timber, according to many, is certainly getting to be a trying ordeal for quite a few of the operators, both big and little.

Getting Out Timber a Difficult Task

Those interviewed by THE JOURNAL's representative were quite frank to say that there never was a time in their history when it was so hard to get out the material after you had ordered it as it is right now. Rain, rain, rain, in the producing sections of the South has played hob with the mills, and, as one manufacturer put it, even when the sun gets a chance for a few days the operator hardly gets well under way until Old Jupiter Plusius again lets loose his showers once more—and the condition is just as bad, if not worse, than it was in the first place.

Slack Barrel Stock in Demand

Slack barrel staves are being called for from all points of the compass, and hoops of all kinds are in much the same shape. With the big apple crop staring the packers in the face, price has become a merely secondary consideration—to get the material and get it shipped with any reasonable degree of promptness to meet the needs of the situation—that's the whole question.

Slight Increase in Tight Production

The tight barrel people are in very much the same condition as the slack, though some of them have experienced a slight relief in the way of increased supply of raw materials. Business, though, is reported as good on the whole, and there is no grave reason for dissatisfaction with the outlook.

Between the Devil and the Deep Sea

One of the most sagacious and far-seeing men in the slack barrel industry, speaking of the price question, said that the curtailment of production brought about by various causes, had strengthened prices very materially. "In fact," said he, "they could not be anything but strong, for there is hardly 40 per cent. of the production being turned out that plants are capable of manufacturing. Some say it is even less than that—one authority going so far as to say that if all the elements were given proper consideration, there is only about 25 per cent. production being reached at the present time. Buyers are almost afraid to place an order, and, on the other hand, there are manufacturers who are almost afraid to book one—for the same reason."

John Purves Passes Away

E. P. Voll, president of the Voll Cooperage Co., returned June 21st from attendance at the funeral of John Purves, at Corinth, Miss. Mr. Purvis died suddenly of heart failure or paralytic stroke, according to the account. His death occurred on the morning of Tuesday, June 19th, and the funeral was on the 20th. He was preparing to go to his work at the Corinth plant of the Voll Cooperage Co. when he was stricken. Mr. Purves was for a number of years the official inspector for The Associated Cooperage Industries of America. For the last six months he had been superintendent of the Corinth (Miss.) plant of the Voll Cooperage Company. He was 58 years old and the father of eleven children, all living.

STOCK MANUFACTURERS HAVE HIT THEIR "QUALITY" STRIDE

For years barrel manufacturers have been crying aloud to the stock man, "Give us quality stock," and today not only sees that cry answered, but in such good measure that the surprised cooper can only ejaculate, "How can they do it?"

The following from one of our cooperage friends testifies to the "quality" output now being marketed. Our correspondent says: "I inspected a car of staves yesterday that had been bought as No. 2 and which will be used as No. 2, but the car graded, according to my judgment, 90 per cent. No. 1, while the coopers who worked with me declared they were 96 per cent. No. 1. I don't see how the mills can do it."

Louisville Reports General Trade Tendency Throughout Cooperage Industry Is Upward. Business Will Run Heavy All Year

The general tendency in the cooperage trade is upward, and there is absolutely nothing to indicate any other course for some months to come. It is claimed that by late July or early August there will be a lot of cooperage plants that will be short of stock, and, if demand comes in strong, as anticipated, the stock shortage will make for a rapidly advancing market. Reports indicate that the picklers and packers will have a very late season in many districts, as all crops are late. It is claimed that, while the pickle crop in the southeast is short, the outlook is for a big crop in Michigan and the North, although late. Some houses are anticipating demand as late as November and believe that it may be December before the barrel plants will have much slow time in which to catch up.

Fine Trade Outlook in Tight Lines

The tight package situation has shown steady improvement throughout the month, and present demand for kegs and packages, up to thirty gallons, is quite active, while the prospect is for the keg plants to be swamped with business during the better part of the next five months. Prices are firmer and advancing, and it is believed that there will be steady advances this fall, as a result of heavy demand for cooperage stock and shortage of material. It is reported that production of tight staves and heading continues far off, due to the unusually rainy season experienced, as well as the high water in the South.

Keg Demand Outstripping Call for Barrels

Local tight cooperage plants are either oversold on kegs or have about all the business they can handle, with plenty more coming. Some plants are making 25 and 30-gallon packages regularly on their barrel lines, as demand for the larger packages is not especially active. Late quotations on kegs are as follows:

Gals.	Red Oak	White Oak	Spirit	Charred
5.....	\$1.35	\$1.45	\$2.50	\$2.75
10.....	1.75	1.85	2.75	3.00
15.....	2.00	2.15	3.00	3.25
20.....	2.15	2.30	3.50	3.75
25.....	2.35	2.50	4.00	4.25
30.....	2.50	2.65	4.25	4.50

Glancing at these prices it is easy to see that quotations on half-barrels are almost as high as prices on barrels were a year ago, which shows how strongly the keg demand is replacing the barrel demand, and how this drain on short stocks is forcing up the raw material market.

The Tight Barrel Price Market

In barrels, red oak oil barrels are quoted at \$2.85 for 45-gallon size and white oak at \$3; with plain spirit barrels at \$5 and charred spirit barrels at \$5.50 in 50-gallon sizes. The gum barrel of 55 gallons is quoted at \$2.35. Red and white oak oil barrels in 50-gallon are quoted at the same price as 45-gallon barrels, as they are made of the same stock. In fact, the smaller package should cost more, as there is the extra work of cutting a couple of inches from the staves.

Business in the tight cooperage field is scattered, and though coming from the food packers principally, it gains, however, from the hardware trade, which trade is building up a commercial business on small packages. There is also some cooperage buying by the paint and varnish trade and in general lines.

Labor Works When the Spirit Moves

Plant capacity is hard to reach just now on account of the inefficiency of labor. Wages are high and labor is becoming more worthless all the time. A lot of good workers will not work more than three or four days a week. Shops will start off with a good crew on Monday, but will be way short of men by the end of the week, whereas some weeks they start off light, and have a good crew by the end of the week. In fact it looks almost like a three-day shift at times, according to some of the cooperage men.

Not Easy to Figure Present Production

Not only the cooperage shops but all employers are complaining of labor. Common labor is being paid thirty to forty cents an hour, and bonuses are being offered for steady work, in an effort to get men to stay on the job, while contractors are offering pay every night in order to get floaters on the job. Labor is scarce, high-priced, inefficient and undependable, with the result that it is not easy to figure production.

Apple Crop Prospects Insure Big Business

In the slack cooperage trade things are much the same as they were, present business not being quite as good as it was thirty days ago, but the outlook is much

better and it is believed that a big summer and fall run of business is at hand, in view of excellent apple reports in almost all sections, and the fact that apple barrel inquiry is better than it has been at any previous time. Slack barrel prices as well as stock prices are unchanged as follows:

Slack Barrel Price Market

Flour barrels, 80ca90c; sugar, 90ca\$1; one-head produce, 60c; two-head, 65c; poultry, 70ca80c; sugar sized produce, No. 2 stock, 70ca75c; No. 1 gum staves, \$14a \$16 a thousand for 28 1/2 or 30-inch; No. 2, \$10a\$12, and mill run, \$11a\$13. Heading prices show flour size, 15c a set for No. 1; sugar sizes, 17ca18c for No. 1; with mill run, 2 cents less, and No. 2, 4 cents less. Six-foot elm hoops are quoted at \$30a\$35 a thousand.

Appropos of the Wood Hoop Situation

It is claimed that 98 per cent. of the slack barrel production of the local plant of the J. D. Hollingshead Co. is made with steel hoops, this being largely due to the wide fluctuations in price of wood hoops, which have been as low as \$8 or \$9 a thousand and as high as \$80 within the past few years, whereas there has not been anything like such wide fluctuations in steel. Steel hoops rarely change more than ten or fifteen per cent. Steel deliveries are much steadier from Pittsburgh, and orders placed now are coming through in about ninety days.

Paul Dysart, Jr., of the local Hollingshead plant stated that the Louisville division of the company was fairly busy and would be busier within a couple of weeks, when produce barrels will start moving for early shipping of potatoes. A fair crop is in prospect in Jefferson County, but not a big crop, as cold weather forced replanting of some acreage.

J. R. Williams Will Associate With G. I. Frazier Co.

J. R. Williams, sales manager of the Chess & Wymond Co., has resigned, effective July 15th, when he will go to Nashville, Tenn., to take a position with G. I. Frazier Co. (one of the leading cooperage stockhouses of the South). Mr. Williams has been with the Chess & Wymond interests on more than one occasion, and while with that house has worked up some interesting statistical information concerning packages. Mr. Williams has recently been getting out excellent monthly sales letters to cooperage buyers, every one of which has spelled "benefit" for the wooden barrel.

George Colvin for Governor of Kentucky

Frank B. Russell, local cooperage man, was a member of the Booster party of the Louisville Board of Trade, which spent several days on a special train during the week of June 11th, covering over 1,200 miles of eastern Kentucky territory, in the interests of trade extension. Mr. Russell is also busy as campaign manager for George Colvin, who has been announced as a candidate for Governor. Mr. Russell was mentioned as a candidate himself, but refused to consider the proposition.

Louisville Cooperage Co. Never Loses Any Time

J. N. White, of the Louisville Cooperage Co., reported fair business, but said that production of new stock was low. The rainy season has been so continuous in the South that the mills are unable to produce much stock, and have been principally engaged in circling heading for future use. In eastern Kentucky, production cost is high as a result of the long rainy periods, which have kept the roads washed out, and resulted in a lot of extra cost in dragging and working roads in order to get material to railroad.

Cooperage Stock Manufacturers Complain of South and Southeast Freight Rates

Considerable complaint is being heard in Louisville at the present time concerning mean freight rates to the South and Southeast, it being held that the cooperage trade is unable to move slack stock, especially to the South, at reasonable prices, it being possible to move stock to New York from Louisville cheaper than to points much closer, but located in the South, this being due principally to lack of connections, and necessary long hauls in roundabout ways. However, two or three new railroad connections are promised out of south-eastern Kentucky to the coast and to the Carolinas and Virginias. The Louisville & Nashville R. R. and Atlantic Coast Line R. R. have recently leased for 999 years the Carolina, Clinchfield & Ohio R. R., which will give the L. & N. a connection through to Carolina, where they hook up with the A. C. L. to the coast points.

It is reported that a stove mill will be erected at Arlington, Ga., by V. Georgis.

HEAVY DEMAND FOR SALMON CASKS

Finke Bros. Cooperage Co., Kalama, Wash., who have contracts to supply most of the salmon packers on the lower Columbia, and a number of those operating on the coast as far north as Alaska with tierces, report an unusually heavy demand for these containers, several of the larger packers having in the first ten days of the season used two-thirds of their estimated needs for the entire season.

This company also reports having shipped recently two cars of barrels to Montana, two to Portland, one to Seattle and one to Hood River, Oregon.

PORT ANGELES COOPERAGE NOW RUNNING

The Port Angeles Cooperage plant on Ediz Hook Spit, Port Angeles, Wash., recently started operations. Ed Mills arrived from Portland and has taken charge of the heading department. Several of the old employees returned and a number of local men will be employed as well.

The saw mill end of the plant started work first, it taking a week longer to fill the dry kilns and dry the stock so that work in the finishing department could proceed.

J. M. Gangler, president of the company, is in charge of the plant, and Theo. G. Siegfried will give his attention to the sales end of the business.

WANT 30-CENT COOPERAGE RATE

A proposal before the Southern Freight Association for the establishment of the lumber rate of 30 cents per 10 pounds on cooperage stock from Memphis, Tenn., to Pensacola, Fla., carloads, is being supported by the Southern Hardwood Traffic Association, Memphis. The present rate is 24 1/2 cents. The proposed reduction will also effect a number of points from which rates base on Memphis combination.

WESTERN COOPERAGE CO. INCREASING WAREHOUSE CAPACITY

The Western Cooperage Co. is building a large warehouse at St. Johns, Oregon, containing 240,000 square feet of floor space. Approximately 150,000 feet of stock is used daily. This concern is installing a barrel conveyor, costing \$2,000.

STANDARD COOPERAGE CO. HAS GOOD TRADE

The Standard Cooperage Co., Grays Harbor, Washington, announces that its average monthly production is well over twelve carloads. This concern is Grays Harbor's only cooperage plant, and its product of barrel staves and heads of various sizes are shipped, knocked-down, to all parts of the world.

ARE ERECTING STAVE PLANT

The Parker Stave and Tie Co., is erecting a large stave plant at Dickson, Tenn. The company recently purchased a timber tract at Dickson for stave manufacturing purposes.

NEW STAVE PLANT FOR HOXIE, ARK.

H. W. Deemer, manager of the Pocatontas Stave and Timber Company at Walnut Ridge, Ark., is building a new stave plant at Hoxie, Ark. The machinery for the plant is now being set in place.

INCREASES CAPITAL STOCK

E. Sondheimer Company, Memphis, Tenn., have filed an amendment to their charter showing an increase in capital stock to \$1,500,000. The company specializes in the manufacturing of hardwood lumber, as well as making cooperage stock, its principal operations being in Louisiana.

BUSINESS IS INCREASING

The Standard Cooperage and Woodenware Co., Chicago, Ill., has increased its capital stock from \$10,000 to \$30,000. Steadily increasing business has made expansion necessary on the part of the Standard Cooperage and Woodenware Co.

THE NEW YORK STATE COOPERAGE CO., INC.

The New York State Cooperage Co., Inc., is the title under which the new tight barrel plant at Rochester, N. Y., will be operated. The officers of the new company are Wm. E. Cooper, Philadelphia, president; A. T. Knox, New York, vice-president-treasurer; James Mullen, Rochester, N. Y., general manager, and W. R. Abell, Philadelphia, salesmanager.

The Johnson Stave and Lumber Co., Pratt, W. Va., has been incorporated with a capital of \$50,000.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

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C. E. Murray, Decherd, Tenn.
Robert Welch, St. Louis, Mo.
Ozark Cooperage and Lumber Co., St. Louis, Mo.
Sandusky Cooperage and Lbr. Co., St. Louis, Mo.
Virginia Barrel Company, St. Louis, Mo.
Maryland Cooperage Company, Baltimore, Md.
Three-Way Barrel Works, Mound City, Ill.

THE APPLE TRADE AND THE WOODEN BARREL

To any one interested in the wooden barrel there is no more encouraging reading than the volume of information, touching activities throughout the apple industry, which is daily being sent broadcast.

Not only are young orchards coming into bearing every year, with new ones being set out, but the apple growing, packing and shipping industry is expanding in all directions at the same time. Apple organizations of all kinds and characters are being formed all over the country for permanent functioning, with set periods for public exhibitions, trade advertising, etc., all of which mean largely increased business for the wooden barrel, if barrel and stock men, individually and collectively, will keep in such close touch with the apple industry as to preclude any possibility of the wooden barrel playing other than the leading role in the package requirements of the apple trade.

The most prominent activity right now along apple lines is, undoubtedly, that in which the eastern States are interested and which is outlined in the following report of permanent organizations:

Growers Form Permanent Organization for Eastern Apple Show Next Fall

Representatives of fruit growers' associations and horticultural societies of the eastern States met in New York, June 15th, and completed a permanent organization for the big Apple Exposition and Fruit Show to be held in Grand Central Palace next fall, New York State, Massachusetts, Connecticut, Vermont, New Hampshire, Maryland, North Carolina and Pennsylvania have already arranged to participate in a huge campaign to advertise eastern apples and other fruit. Governor Smith, of New York, just recently signed a bill passed by the last Legislature appropriating \$10,000 to assist the New York fruit growers in the educational features of the proposed exposition.

The reports of the committees of representatives of agricultural departments, colleges of agriculture and fruit growers from other States were that in all the States mentioned the growers were enthusiastic over the plan for bringing all the eastern apple-growing States together in one big commercial exposition. It will not be a fancy fruit show of prize plates of apples, but a practical exhibit of commercial packages, which

will show the city consumer and the city buyer what eastern orchards have to offer.

Not only do fruit growers and agricultural officials expect to stimulate greater demand for eastern-grown fruit, but they expect the bringing together in New York of thousands of barrels and boxes of fruit from the orchards of the East to give great impetus to better grading, packing and marketing. Only fruit that is properly graded and packed will be admitted.

The direction of the exposition was placed by the delegates in the hands of a committee with the following permanent officers: Thomas E. Cross, Lagrangeville, N. Y., chairman; A. W. Lombard, Massachusetts State Department of Agriculture, vice-chairman; H. C. C. Miles, Connecticut Pomological Society, secretary; H. A. Allyn, Bennington, Va., treasurer. In addition to these there are chairmen for each of the following States: New Hampshire, C. H. Barker; Vermont, C. L. Witherell; Massachusetts, Leslie R. Smith; Connecticut, C. L. Gold; New York, Charles G. Porter; Maryland, I. S. Rossell; North Carolina, C. O. Matthews.

Representatives of the following organizations, in addition to those already mentioned, were at the meeting: Western New York Fruit Growers' Co-operative Packing Association, Hudson Valley Fruit Growers' Co-operative Association, Clintondale, N. Y., Fruit Growers' Association, New York State Horticultural Society, the New York State Department of Farms and Markets, the New York Agricultural Experiment Station, Berks County Fruit Association of Reading, Pa., and the New Jersey Horticultural Society. The headquarters of the Fruit Show have been established at Room 1102, Grand Central Palace, New York.

Fruit Trade Asked to Co-operate

The committee has issued the following to the trade: The fruit trade generally will be given every opportunity to participate in the Apple Exposition. The Executive Committee desires the full co-operation of shippers, commission merchants and dealers in eastern fruits. Various trade committees are being organized, including committees of wholesale dealers, retail dealers and manufacturers of fruit products. Another committee is being formed of prominent people interested in the manufacture of horticultural and farm implements, containers, fertilizers, insecticides, seeds, trees, fencing and machinery used in preserving of fruit and fruit products. Approximately 20,000 square feet of the exhibition will be devoted to trade exhibits.

Apple Yield Could Well Reach One Hundred Million Barrels Yearly

An interesting acknowledgment of what awakened eastern apple growers to renewed efficiency in producing, packing and marketing was made by a larger New York State grower when he said:

"Apple trees and apples grow so readily in this section that it has been noted for the very intelligent study that the growers have given their orchards in the past. But in recent years, when the apples of much better appearance commenced to pour into our eastern markets from the Pacific Coast and take our markets away from us, we began to wake up and give these orchards more intelligent care."

"One of the weakest points in marketing western New York apples has been the way most of the apples have been packed—all sizes, from two and one-quarter inches to three inches in diameter going into the same barrel, the largest apples being on the ends of the package and the middle containing the smaller and imperfect apples. Through the influence of some of the leading growers a grading law was passed in New York State, requiring all apples which are packed in closed packages to be marked on the head end with the minimum size and the grade, and the name and address of the packer."

"To size these apples to every one-fourth of an inch in diameter by hand was a tedious job and required help with an accurate eye to make any speed, so grading machines have been devised that will size the apples more accurately than anyone can by hand, and deliver each size into pockets, thus lowering the labor cost of packing and still conforming with the law. These machines have been improved as necessity demanded, until now some of them will handle one hundred to two hundred bushels per hour, delivering the apples into pockets, perfectly sized, without bruising, ready to be run into barrels, sorting out the imperfect apples by hand."

"This has raised the standard pack of New York apples, so that now we do not fear the competition of the Pacific Coast as we look into the future, laying plans for our boys to continue and develop the business that our fathers started and that we have developed to its present status."

"The development in cold storage plants has eliminated a lot of loss in holding apples for later use, thus extending the marketing season to practically the whole year."

"The Co-operative Packing and Marketing Associations have helped materially in raising the average grade, and extending the shipments to cities and towns that have never before enjoyed a steady supply of good eating and cooking apples."

If the distribution of apples ever attains the efficiency that marketing oranges and bananas now has, so that we could furnish one apple per day in some form to every man, woman and child in the United States, every day in the year, it would require one hundred million barrels, or nearly double the apples ever produced in one year in this country."

The apple is the nucleus of other lines of trade which spell business prosperity for the cooperage industry such as cider, vinegar, etc., so that the future of the tight stock and barrel manufacturer is equal with that of the slack in the excellent trade prospects which the ever-growing apple industry offers.

Has the cooperage industry—tight or slack—a worthwhile future? We'll say it has and a mighty fine one at that, not only because of what is mirrored in the rapidly-expanding apple trade but in the equally steadily-increasing growth of the numerous other lines of industries which need wooden barrels as shipping containers.

ACTIVE BUYING OF ALL KINDS OF FRUIT BARREL STOCK AFTER JULY 1st WILL STIMULATE MARKET, SAYS WALTER C. HARTMAN

Right at the present time the cooperage business is in a very chaotic condition. At least the manufacturer and the dealer hardly knows "where he is at." In order to make any even semi-accurate statement in regard to conditions one has to talk about the different lines of trade separately or in regard to each kind of stock produced.

Generally speaking, stocks at mills continue low, with production curtailed and very unfavorable weather conditions in the southwest. So far as consumption and demand is concerned the trade is spasmodic, aside from the fruit and truck business, which is only a little inactive now between seasons, less buying than last month being done. We believe the general demand for slack cooperage stock will be very good this fall and that prices will not decline much under the present level, if any.

Coiled elm hoops are a little easier but scarce, and the asking prices at southern and northern plants range from \$26.00 to \$31.00 for standard 6-foot length, depending on quality, the quantity on hand for sale and whether or not the stock is in transit. There has been no recent advance in wire hoops, but up to the present time the mills have had more orders than they could fill and are only now catching up on specifications.

Southeastern stock, heading and staves, manufactured by a limited number of mills are in good demand, with no surplus on hand.

Pine heading is offered a little more freely than last month, at prices from 11 1/2c to 13c for 17 1/4-inch mill run at mills. Pine lumber has reduced considerably during the past sixty days, but this has hardly been reflected in the heading business, and as stocks are plentiful, mills are holding firm at present levels.

Southwestern standard staves are in fair demand and show no weakness in price, while No. 2 30-inch gum and elm have advanced \$1.00 within the last thirty days and there are very few on hand at mills or in shops. Southwestern fruit staves made up in anticipation of a good crop this fall are firmly held and we expect active buying of all kinds of fruit stock to stimulate the present markets after July 1st.

SLACK STOCK DEMAND AND SLACK STOCK PRODUCTION WILL ABOUT COME OUT EVEN THIS YEAR, SAYS JAMES INNES

The summary of stocks on hand at the mills and the estimated production would indicate that there will be a shortage of slack barrel stock before the end of the season. Demand has been good during June. Apple barrel stock is moving fairly well and general trade is fully up to expectation.

While there has been some advance in the price of staves, the principal advances have been in hoops and heading, and they are likely to go much higher. Prices of heading and hoops have been so low for nearly two years that manufacturers put their logs and bolts into other lines, and production for a time almost ceased. Large stocks of hoops, heading and heading boards carried at the mills have now almost disappeared, and, while present prices will no doubt stimu-

late production to some extent, there will not be enough hoops and heading made to more than take care of the trade.

The apple crop looks very promising and while there were large quantities of apple barrel staves carried over from last year, these have been transferred from the mills to the coopers almost entirely. From present indications, the manufacturers of slack barrel stock will have bare sheds at the end of the season.

NOTHING HAS SO FAR HAPPENED TO INTERFERE WITH GOOD APPLE CROP PROSPECTS, SAYS C. M. VAN AKEN

The June demand for cooperage in this section has been very satisfactory. Nothing has happened as yet in the several apple sections to interfere with the good crop that was promised by the blossoms.

Although many of the apple barrel makers placed their season's requirements, still enough orders have been drifting in during the month to prevent any decline in cooperage prices, and among fruit barrel makers the month of June is usually considered to be more or less between "hay and grass." Therefore, as the prospects are encouraging and buying has been conservative, it would not be surprising if we find increased activities in the apple barrel business during the months of July and August. Various other lines of business are requiring a normal supply of cooperage and, on the whole, the month of June has kept pace with the preceding month of this year and provided a good cooperage business.

REDUCTION IN PRICE OF BEER IN UNITED KINGDOM WILL INCREASE DEMAND FOR STAVES

Writing recently from London, Trade Commissioner Alexander V. Dye said:

"The United States has not taken part in the stave trade of the United Kingdom for some time, but there was, toward the end of the quarter, some little improvement in the demand."

"The difficulty has been that the market has been glutted with Polish and Baltic staves. The new budget announced a short time ago removes 1 penny from the price of beer, which should lead to a larger consumption and hence an increase in the demand for staves. So far American staves have not been very popular in the brewery trade, most of the American staves being used for whisky and other purposes."

PREDICTION OF WEATHER FOR A MONTH IN ADVANCE

While no sound scientific basis is known at present for so-called long-range weather forecasting, there does not appear to be any sound reason why science in the future may not progress far enough to make the successful prediction of weather for a month or more in advance a general possibility, and the experts at the Weather Bureau are more or less constantly studying problems of this character. A system for constructing curves based on observed data, from which predictions may be made, has been worked out by F. G. Tingley, of the Weather Bureau, United States Department of Agriculture, who read a paper on the subject at the semi-annual meeting of the American Meteorological Society, April 16th.

Some trials in making temperature and rainfall forecasts for various places have given 75 per cent. efficiency for future periods of a month or less. Separate curves are made for every month. The data used are based on five-year averages for the same month. With the series of "smoothed" curves thus obtained for each month of the year is combined a series of additional curves showing the weather of the month preceding and that following the one under consideration. By consistently projecting these various related curves into the future, general forecasts can be made for a month or more in advance.

The method has so far been used experimentally in making forecasts of weather for a month as a whole, as to whether it will be relatively warm or cool, or wet or dry. The relation between the weather of certain months and that of others several months afterwards has been noted. If it holds true in many cases it will make possible a forecast as to general conditions for several months in advance.

Dissolution notice recently appeared in the *Ambridge, Pa. Citizen*, as filed by attorney for the Pekin Cooperage Co., a Pennsylvania corporation. The notice has no meaning as to change in actual operations at Ambridge, simply that the company is merely giving up their Pennsylvania charter and will in the future operate under their Illinois charter as a foreign corporation.



A. T. Clark, Vergennes, Vt., is in the market for 150 apple barrels.

Lewis N. Glover, Berryville, Va., is in the market for 4,000 apple barrels.

E. O. Worth, Mondamin, Iowa, is in the market for 2,000 apple barrels.

N. J. Hughes, Waverly, Ill., is in the market for 2,000 or 3,000 apple barrels.

Fred Bartenstein, The Plains, Va., is in the market for 3,000 apple barrels.

W. E. Grove, York Springs, Pa., is in the market for 3,000 apple barrels.

T. N. Abbott, Rileyville, Va., is in the market for 200 or 300 apple barrels.

Charles M. Conant, Winterport, Maine, is in the market for coiled elm hoops.

The Laurel Co., Laurel, Ind., is in the market for 8,000 to 15,000 apple barrels.

The Dimock Orchard, East Corinth, Vt., is in the market for 750 apple barrels.

J. MacFlickenger, Fannettsburg, Pa., is in the market for 3,000 or 4,000 apple barrels.

J. D. Grasty, Coleman Falls, Va., is in the market for 1,000 or 1,500 apple barrels.

Harry S. Glidden, 99 South Main Street, Holley, N. Y., is in the market for 3,000 apple barrels.

F. N. Fagan, Department of Horticulture, State College, Pa., is in the market for apple barrels.

A. B. Chandler & Sons, Anderson, Mo., is in the market for a car of knocked-down apple barrels.

R. J. Jennings, Three Square, Va., is in the market for a 24-inch Whitney drum saw for slack staves.

Fred Hutchinson & Son, Clyde, Ohio, may buy one car of apple barrels later. Quotations may now be in order.

J. M. Bechtel, Hamburg, Iowa, is in the market for six wood-hoop apple barrels. Quotations on 2,000 to 4,000.

Hunt Bros. Fruit Company, St. Joseph, Mo., is in the market for apple barrels. They use 25,000 barrels yearly.

John J. Keith, Alto Pass, Ill., is in the market for 800 apple barrels. Mr. Keith also wants quotations on barrettes.

E. E. Hill, South Hero, Vt., will use from 7,000 to 8,000 apple barrels this year and he will be in the market later for his supply.

Ed. P. Eberhard Lumber Co., Guttenberg, Iowa, is in the market for one hand heading turner, suitable for No. 63 butter tub covers.

S. & W. Heading Co., Box 461, Booneville, Ark., is in the market for a second-hand Champion heading machine, complete, with 5 1/2-inch gauge saw.

C. H. Larison, Mondamin, Iowa, is in the market for 10,000 No. 1 kiln dried barrels; also No. 2 apple barrels and barrettes. Quotations f. o. b. Mondamin, Iowa.

T. O. Magann, Thaxton, Va., is considering the establishment of a slack barrel plant in the near future and may be interested in machinery price lists at this time.

Clarence J. Ferguson, Burlington, Vt., is in the market for made-up apple barrels and desires quotations f. o. b. three points, namely, Grand Isle, Vt.; Charlotte, Vt.; and Willsboro, N. Y. Quote on 3,000 to 5,000.

Hugh O'Donnell, Inc., Meadow Street and Snyder Avenue, Philadelphia, is in the market for lard tubs, turps, refuds, cottonseed and No. 1 lubricating oil barrels, double-head pickles, No. 1 Lub halves softwood syrup half-barrels; one-trip sound oil drums, as well as drums with removable heads.

Chemical Company INCORPORATES

The United States Chemical Corporation has been incorporated by Harry L. Pierce, of New York, and associates. The company will erect a big fertilizer plant at Tampa, Fla. It will develop 400 acres in the Dover, Sidney and Plant City section, and expects to make big foreign shipments of fertilizers. Peter S. Gilchrist, Charlotte, N. C., will be chairman of the board of the new company, which has a capital of \$2,350,000.

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Chemical Company INCORPORATES

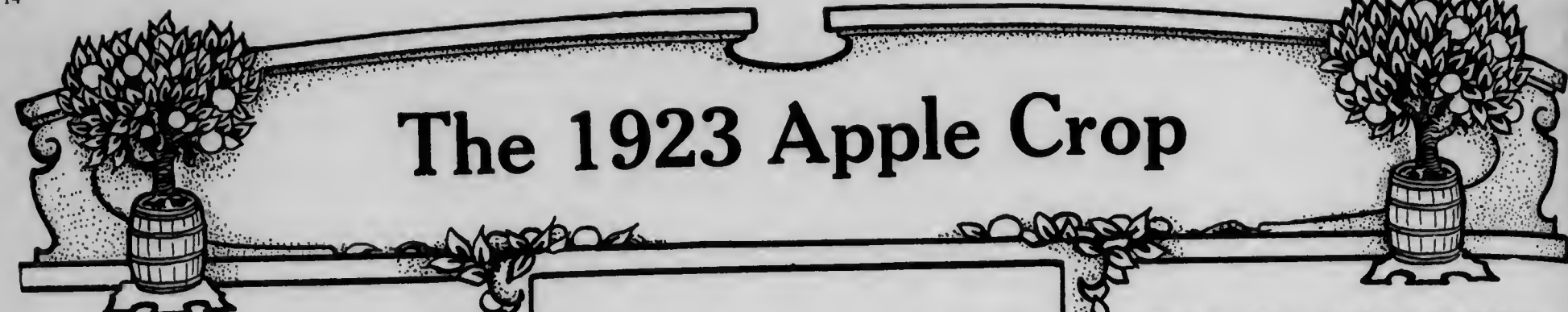
The United States Chemical Corporation has been incorporated by Harry L. Pierce, of New York, and associates. The company will erect a big fertilizer plant at Tampa, Fla. It will develop 400 acres in the Dover, Sidney and Plant City section, and expects to make big foreign shipments of fertilizers. Peter S. Gilchrist, Charlotte, N. C., will be chairman of the board of the new company, which has a capital of \$2,350,000.

Charles J. Ferguson, Burlington, Vt., is in the market for made-up apple barrels and desires quotations f. o. b. three points, namely, Grand Isle, Vt.; Charlotte, Vt.; and Willsboro, N. Y. Quote on 3,000 to 5,000.

Hugh O'Donnell, Inc., Meadow Street and Snyder Avenue, Philadelphia, is in the market for lard tubs, turps, refuds, cottonseed and No. 1 lubricating oil barrels, double-head pickles, No. 1 Lub halves softwood syrup half-barrels; one-trip sound oil drums, as well as drums with removable heads.

Chemical Company INCORPORATES

The United States Chemical Corporation has been incorporated by Harry L. Pierce, of New York, and associates. The company will erect a big fertilizer plant at Tampa, Fla. It will develop 400 acres in the Dover, Sidney and Plant City section, and expects to make big foreign shipments of fertilizers. Peter S. Gilchrist, Charlotte, N. C., will be chairman of the board of the new company, which has a capital of \$2,350,000.



The 1923 Apple Crop

Even with the backward spring, late frosts in some sections followed by a dry and hot June, the 1923 apple crop, throughout the entire apple-bearing country, will prove satisfactory in every particular. While it is very rare that all crop conditions are absolutely ideal, the majority of reports secured on the apple crop show that conditions during this year's blooming season were fully up to the average and the set most encouraging. These conditions insure a crop that will yield fine harvests for growers and a run of business for those who are interested in serving the apple trade, that will spell compensating profit for all.

Although out of the forty-six apple-growing States as reported for 1923, but fifteen show an increase over 1922 while twenty-eight fall below their last year's average, with three registering the same expected yield as 1922, the increase is, nevertheless, in such States and of such character as to mean much to the 1923 crop in its final estimating.

The steadily-growing inclination on the part of the apple trade to contract early for its barrel and stock requirements is especially noticeable in the reports received by THE JOURNAL this year. The apple barrel maker and user is now a decidedly "live" customer, being in the market at all times to consider the purchase of stock and barrels, so that the "last moment" buyer is becoming a rarity. This state of affairs is welcomed by the cooperage and cooperage stock manufacturing trade and bids fair to perpetuate harmonious co-operation.

Awakening interest in the barrelette was another gratifying feature of our apple reports this year and THE JOURNAL feels confident in predicting that this interest will develop and increase as it is nurtured by the cooperage trade, while the encroachment of substitutes upon the barrel's rightful domain throughout the apple industry, owing to barrel prices, we hope to see checked effectually and in such a way and by such methods as will accord satisfaction to all.

Space does not permit of our carrying all the reports received on the apple crop this year, but we are presenting an adequate number so that a full and comprehensive survey of the 1923 yield can be had.

JAMES HANDLY ESTIMATES 100,000 BARRELS WILL BE NEEDED TO PACK APPLES WITHIN FIFTY MILES RADIUS OF QUINCY

QUINCY, ILL., June 23, 1923.
EDITOR, THE NATIONAL COOPERS' JOURNAL:

While the outlook for apple harvests in the Middle West is not so promising as it was on the same date in 1922, there will probably be far greater remunerative results. A comparatively small number of orchardists give the earnest attention that should be required in all phases of the apple industry.

In the late months of 1922 thousands of barrels of apples could be seen left hanging on trees, perishing and serving no other purpose than furnishing breeding places for the most injurious pests of fruit. Reasons for non-harvest were given that because of the great abundance of apples, prices would not be sufficient to pay for harvesting, barreling and shipping. In some instances, it was asserted, the growers were unable to secure barrels for packing the product. There was, however, no cause for such reasoning. Everyone knows, or should know, that the very best of apples are always in demand, at topmost prices, regardless of abundance that may be found in markets, and if a grower is satisfied in producing inferior apples he should be satisfied with inferior results. Then, again, every grower should have some conception of the number of barrels he may require at time of setting of the fruit, and he then should order his stock subject to later delivery. Even with the abundant crop of apples of 1922 it is known that best apples sold readily from \$5 to \$7 and up per barrel, and such returns were better than those received from letting the fruit rot on the trees.

Last year the Wealthy and Duchess were especially abundant among early varieties. This year these two varieties and some other early varieties will be short, as such trees are resting from over-production. The Ben Davis and some later varieties are in same con-

dition. But, very generally, through the Middle West, the favorite Jonathan variety is especially promising, giving assurance of 75 per cent. of a harvest. The Grimes Golden and other popular products will make a showing of 50 per cent. products.

As there are continually new and rapidly developing orchards, harvests, in the aggregate, no doubt, will be ample and satisfactory. The State of Missouri has announced the dawning of a new era in growing apples, and during the past few years the orchard area has been steadily increased.

While the country contiguous to Quincy is not so well known as a fruitgrowing section as southern Illinois, yet it would be perfectly safe to estimate that 100,000 barrels will be required to pack apples from orchards within a radius of fifty miles of the city.

In the many carefully sprayed orchards good clean fruit will be gathered. There are some evidences of black scale in the unsprayed orchards. In view of the fact that unsprayed orchards are a menace to the cleanly kept orchards every apple-producing State should make laws with drastic provisions compelling every apple grower to spray his trees.

Yours very truly,

JAMES HANDLY,
Founder of National Apple Day.

PENNSYLVANIA'S CROP WILL CALL FOR 1,381,480 BARRELS

PENNSYLVANIA DEPARTMENT OF AGRICULTURE
HARRISBURG, June 18, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Answering your communication on the 15th instant, I am pleased to send you a table showing the percentage prospect for apples in all the counties of Pennsylvania as forecasted from June 1st condition. The State as a whole will average 86 per cent. of a crop.

It is usually considered that one-third of the crop is commercial and as a yield of 12,433,320 bushels is estimated for 1923, the call will be for 1,381,480 barrels. Most respectfully yours,

L. H. WHIBLE,
Director, Bureau of Statistics.

WEST VIRGINIA CROP IS VERY PROMISING

MARTINSBURG, W. VA., June 18, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Prospects are very promising for a large apple crop through the Eastern Panhandle of West Virginia for the season of 1923. The crop now does not promise quite as large as the bloom indicated, due to heavy June drop and aphid damage.

All the large commercial orchards have received excellent care, growing conditions have been favorable, and with the two years' rest most of the trees have had due to frost in both 1921 and 1922, the fruit is sizing up well and trees are in good, healthy condition. Considering the foregoing, we have every reason to anticipate most pleasing and satisfactory quality.

Our estimate at present for the production of this section is 750,000 to 800,000 barrels. Due to the high price of cooperage material, there will be a larger percentage than usual this season move out to the markets in baskets and bulk.

Yours very truly,

ROTHWELL-GATRELL CO.

NEW YORK SLIGHTLY BELOW TEN-YEAR AVERAGE

AGRICULTURE AND HOME ECONOMICS
STATE OF NEW YORK

POUGHKEEPSIE, N. Y., June 21, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Replying to your inquiry relative to the apple prospects in this territory, would say that in general the crop appears to promise medium to light, with Baldwin running rather heavily and Greenings very light. McIntosh is another standard variety and is running medium. Other varieties medium. On the whole the crop will probably be slightly below the ten-year average.

Very truly yours,

F. H. LACY,
County Agricultural Agent.

VERMONT WILL HAVE 100,000-BARREL COMMERCIAL CROP

AGRICULTURE AND HOME ECONOMICS

STATE OF VERMONT

BURLINGTON, VT., June 19, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I am furnishing herewith a few notes concerning the apple situation in Vermont.

Our season is very backward, being from two to three weeks behind the normal. The blossoming was late, and, although we had some good weather, it was not particularly favorable. Despite the situation, the trees budded well last fall and blossomed well this spring. Aside from Spies, Baldwins and Greenings, there seems to be a pretty good set of young apples. The Fameuse and McIntosh are set very heavily, as well as also the Delicious and Wagner. It, therefore, appears that there will be a good crop if favorable conditions prevail throughout the season. I should presume there would be in the vicinity of one hundred thousand barrels of commercial apples.

Very truly yours,

M. B. CUMMINGS,
Professor of Horticulture.

THE 1923 APPLE CROP AS REPORTED BY THE DEPARTMENT OF AGRICULTURE

The June 1st report of the Department of Agriculture on the 1923 apple crop with condition of the crop at the same time last year, as well as the ten-year average for comparison purposes, follows:

	1923	1922	10-yr.	1923 Est.	1922 Final
	Per Cent.	Per Cent.	Aver.	Barrels	Barrels
Maine	87	75	83	674,000	232,000
New Hampshire	75	85	82	188,000	119,000
Vermont	87	95	84	127,000	128,000
Massachusetts	85	85	83	462,000	461,000
Rhode Island	85	60	80	22,000	12,000
Connecticut	81	85	83	122,000	108,000
New York	85	89	77	5,754,000	6,000,000
New Jersey	78	75	75	468,000	522,000
Pennsylvania	84	66	70	1,356,000	1,216,000
Delaware	64	65	62	225,000	213,000
Maryland	65	45	60	346,000	300,000
Virginia	48	41	54	1,293,000	1,100,000
West Virginia	54	36	51	926,000	881,000
North Carolina	50	74	58	178,000	236,000
South Carolina	55	66	67	.....	.....
Georgia	60	70	66	67,000	95,000
Ohio	74	58	63	815,000	808,000
Indiana	77	74	63	201,000	277,000
Illinois	79	81	66	784,000	1,620,000
Michigan	85	80	74	1,832,000	1,699,000
Wisconsin	91	84	85	123,000	101,000
Minnesota	91	88	83	47,000	41,000
Iowa	83	90	74	97,000	147,000
Missouri	77	80	62	607,000	1,250,000
South Dakota	84	102	85	3,000	4,000
Nebraska	74	90	69	54,000	130,000
Kansas	63	78	61	268,000	546,000
Kentucky	57	70	60	99,000	169,000
Tennessee	45	70	56	54,000	95,000
Alabama	53	70	64	13,000	18,000
Mississippi	50	76	63	.....	.....
Louisiana	55	60	62	.....	.....
Texas	65	69	63	18,000	15,000
Oklahoma	70	74	64	38,000	38,000
Arkansas	70	56	61	738,000	520,000
Montana	91	90	84	167,000	115,000
Wyoming	90	90	86	.....	.....
Colorado	88	94	74	846,000	1,034,000
New Mexico	50	94	62	265,000	158,000
Arizona	70	48	65	10,000	9,000
Utah	95	93	81	188,000	198,000
Nevada	75	81	66	.....	1,000
Idaho	96	78	76	1,307,000	975,000
Washington	88	85	90	7,997,000	7,104,000
Oregon	90	80	83	1,619,000	1,200,000
California	76	83	78	1,383,000	1,200,000
United States	75.5	72.7	69.3	32,284,000	30,955,000

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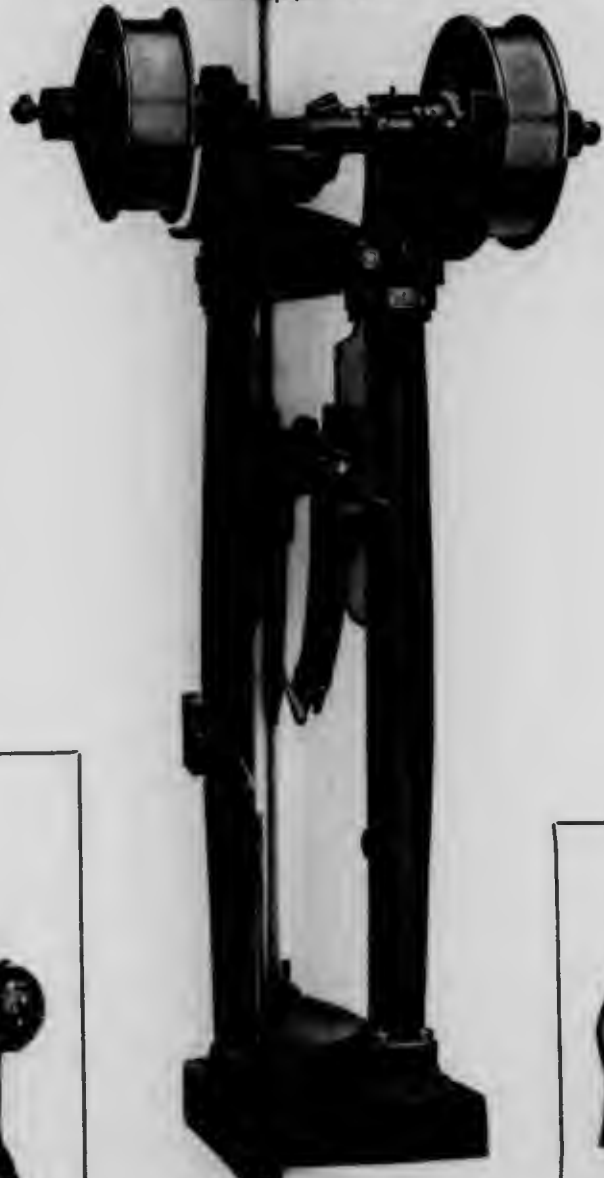
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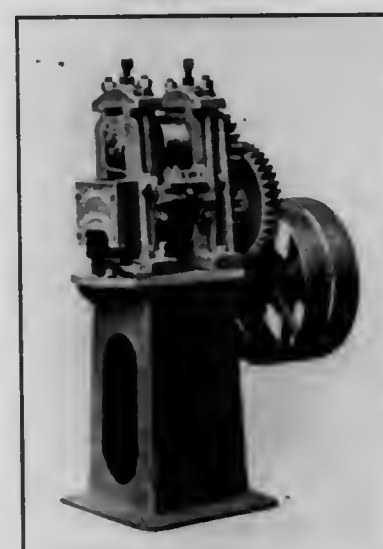


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INDIANA APPLE CROP WILL SHOW UNEVEN YIELD

INDIANA HORTICULTURAL SOCIETY
LAFAYETTE, IND., JUNE 19, 1923.
OFFICE OF THE SECRETARY

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Any figures upon the apple crop at this season are more or less guess work, but from best advices that I have, the following is approximately the condition at this time.

Indiana's apple crop for 1923 will be quite uneven; some orchards are carrying a full crop, while others have a very light setting. Early apples will be a much lighter crop than last year. The Transparent is especially shy this year. Winesap in the southern part of the State is fruiting well in practically all orchards. Stayman and Grimes promise a satisfactory crop in most sections of the State.

Rosy aphid has done serious damage everywhere. Some scab is noticeable where thorough spraying was not done and blight is showing on Jonathan and a few other varieties.

Several new orchards are coming into bearing this year and the present prospect is for 70 per cent. of a crop of winter varieties and probably not more than 25 per cent. of early varieties.

With the increased use of baskets and boxes by some of our growers and the large proportion of the crop which is to be retailed from the orchard it is difficult to make an estimate of the numbers of barrels needed.

Very truly yours,

H. H. SWAIN, Secretary.

KANSAS APPLE CROP PROSPECTS ARE GOOD

KANSAS STATE HORTICULTURAL SOCIETY
CAPITOL BUILDING, TOPEKA, KAN., JUNE 18, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Kansas has a good prospect for apples, with about 75 to 80 per cent. of a crop in northeast Kansas, and from 65 to 70 per cent. in south-central Kansas. There will be shipped about 1,000 cars of apples from northeast Kansas, and I am sure there will not be to exceed 400 cars that will be barreled apples. The percentage of barreled apples in south-central Kansas, or the Wichita district, will be less. They will, perhaps, ship less in proportion than the northeast district, as they have a wonderful truck trade from all sides of the Arkansas valley in Kansas.

Respectfully yours,

O. F. WHITNEY, Secretary.

IOWA WILL HAVE FROM 400,000 TO 500,000 BARREL YIELD

IOWA FRUIT GROWERS ASSOCIATION

R. S. HERRICK, SEC.-TREAS.

HELEN SAYRE, ASST. SEC.-TREAS.

STATE HOUSE, DES MOINES, IA., JUNE 18, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Your letter of June 16th, asking for an apple condition report in this State, has been received, and as per fruit and vegetable crop report enclosed, you will note that summer apples will yield about 65 per cent. of a crop; fall apples, 70 per cent. and winter apples, 75 per cent., based on a 100 per cent. normal crop. About one-third of the reports received by the Iowa State Horticultural Society gave the June drop on apple trees as heavy, while the other two-thirds of the reports gave the drop as normal. Some stated that it was too early to ascertain how much of a drop would take place.

It is impossible for me to estimate the number of barrels which will be used in this State this year. As you may know, our orchards are scattered over the entire State. At the present time, it would appear that unsprayed orchards will produce very little. Apple scab is quite prevalent in such orchards. The apple worms are just commencing to appear. While we will have a lot of good, clean fruit in the sprayed orchards, the unsprayed ones will not produce much. I look for a good local trade this year and this means selling the apples in the orchards without package, although some baskets are used or such trade. I do not believe that this year more than two-thirds of the barrels will be used that were used last year. We have about 3,000,000 bearing apple trees in the State. I imagine that from 25 per cent. to 30 per cent. of these trees are summer and fall apples, comparatively few of which are shipped out in barrels.

If you have any idea of the number of barrels used in the State last year, I believe that you can make a close estimate on the number that will be used this year by taking about one-half to two-thirds of the number sold last year.

Sincerely yours,

R. S. HERRICK, Secretary-Treasurer.

MISSOURI CROP IN BETTER CONDITION THIS YEAR THAN IN 1922. NEW ORCHARDS INSURE BIG INCREASE IN APPLE YIELD IN COMING YEARS

UNIVERSITY OF MISSOURI
COLUMBIA, MO., JUNE 25, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The apple crop of the State of Missouri is in better condition this year than it was last. Our total yield will probably not be quite as much as it was last year. All varieties have bloomed and set well with the exception of a few orchards of York, which bore heavily last year. Our crop of Jonathans will be as large as last year and I think much greater and in much better commercial condition.

The present condition of the orchards in the State is very fine. I have traveled throughout practically all the orchard sections of the State, and in all orchards that are properly sprayed, fruit is in good condition and practically free of disease and insects.

We do not try to give out any estimate based on the percentage, simply because the percentages are hard to secure accurately and in a general way applies to the entire State rather than to any individual district.

The interest which the fruit growers have taken in apple growing in the State of Missouri is increasing. There are a number of fine young orchards coming on and in some sections of the State there is rather a large planting.

The commercial growers who are setting out these orchards are the type of men who will take care of them, so we feel that the results will be satisfactory and that we will have increased yield over our present production within the next three or four years.

I am glad to handle your correspondence and at any time that you think that I can be of service to you, do not hesitate to call on me.

Yours very truly,

AGRICULTURAL EXTENSION SERVICE.
A. P. BOLES.

FREDERICK CO. CROP IS GROWING WELL AND SHOULD PACK OUT 450,000 BARRELS, SAYS W. P. MASSEY

WINCHESTER, VA., JUNE 20, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The prospective apple crop in Frederick County, Va., is growing well, and the fruit is extra clean. About 50 per cent. of a full crop will be harvested and the crop should pack out around 450,000 barrels. No disease so far this year.

Yours very truly,

W. P. MASSEY.

FUNK FRUIT FARMS, INC., REPORT 50 PER CENT. OF NORMAL CROP

BOVERTOWN, PA., JUNE 16, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Owing to the very heavy drop, apples will be rather short this season. Some varieties are well set while others are light. Do not believe that the crop will run more than 50 per cent. of normal. Much of this crop will be sold locally, and I do not think that more than one or two cars of barrels will be needed.

Very truly yours,

SHELDON W. FUNK, President,
Funk Fruit Farms, Inc.

VIRGINIA'S APPLE CROP PROSPECTS INDICATE YIELD OF 1,500,000 TO 2,000,000 BARRELS

The commercial apple crop in Virginia on June 1st had a promise of 40 per cent. of a full yield, according to the Virginia crop reporting service. The season is so much later than usual that it is still too early to make an accurate forecast of production. Present prospects, however, indicate a crop of 1,500,000 to 2,000,000 barrels. The latter figure is only possible with most favorable weather conditions. Last year the crop was better than expected, the production being nearly 1,300,000 barrels, of which 200,000 barrels were sold in bulk to cider and vinegar factories.

There was an excellent bloom on most winter varieties, but owing to unfavorable weather conditions, the apples failed to set, and during the past three weeks there has been a heavy drop.

Some varieties withstood the adverse conditions better than others. Of the important varieties, Ben Davis promise nearly 70 per cent. of a full crop; Yorks, 35; Pippins, 27; Winesaps, 30; Staymans, 23; Black Twig, 15; Jonathans, 45; Bonum, 40; Delicious, 38; Grimes Golden, 40.

The rapidly increasing bearing acreage through the State is the cause for the large production this year, although the percentage of a full crop is not as large as in 1920.

FRUIT CROP CONDITION IN MARYLAND

Based upon reports furnished by John S. Dennee, Crop Statistician, University of Maryland, the following report is submitted regarding the percentage of a normal or full crop in Maryland, as of June 1st:

County	Apples Per Cent.	Remarks from Reports by Fruit Growers
Alleghany	85	Low points in country show best prospects.

Anne Arundel	31	Fruit killed by cold weather.
Baltimore	62	Stayman W., Rome B. and Wagner—good; others scattering; York Imperial—poor.

Caroline	57	
Carroll	40	Apples are dropping badly.
Cecil	47	Cold weather damage.
Charles	38	Peaches killed by cold weather; apples did not pollinate.

Dorchester	42	Early apples best. Frost damage.
Frederick	40	
Garrett	35	
Harford	75	
Howard	27	Apples still dropping; frost damage.

Kent	40	Fruit in good condition now.
Montgomery	40	May freeze did the damage.
Prince G.	49	Early apples show 70 per cent.

Queen A.	50	
St. Mary's	15	Late frosts damaged; apples still dropping.

Talbot	55	Cold spring weather prevented pollination.
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Wicomico	65	No Stayman at all.
Washington	55	Apples dropping; Bens coming best; Yorks dropping badly; hail on June 3d did damage in lower part of county; scab now reducing percentage.

Worcester	17	Apples dropping badly.
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Fruit Crop Reports in Other States Furnished by Mr. Dennee

Virginia—Forty per cent. of a full commercial apple crop on June 1st promised. From 1,500,000 to 2,000,000 barrels—the prospect with favorable weather conditions. Has been a heavy drop of apples. Ben Davis promise nearly 70 per cent.; Yorks, 35 per cent.; Pippins, 27 per cent.; Winesaps, 30 per cent.; Staymans, 23 per cent.; Black Twig, 15 per cent.; Jonathan, 45 per cent.

Georgia—The commercial crop of Hileys and Georgia Belles will be less than last year, having been hit by the freeze in March, but there will be an unusually good crop of Elbertas, the main crop.

Ohio—The crop of summer apples will probably not be so large as last year. Present conditions of the apple, peach and other fruit crops indicate a 75 per cent. crop this year.

New York—Probable production: Apples, 29,762,000 bushels, or 9,920,666 barrels.

Production estimates for important commercial States are as follows:

State	Forecast June 1st 1923	Production 1922	Production 1921
Virginia	1,750,000	1,300,000	80,000
Maryland	346,000	300,000	20,000
West Va.	926,000	881,000	130,000
New York	5,754,000	6,000,000	3,300,000
Michigan	1,832,000	1,699,000	1,208,000
Missouri	607,000	1,250,000	30,000
Arkansas	738,000	520,000	16,000

APPLE CROP OUTLOOK AT WINCHESTER, VA.

The crop of York Imperial apples in the Winchester district will be considerably smaller than indicated at the blossoming period a month ago, the "June drop" already having set in to such an extent that commercial growers are predicting a sharp decline from the estimate of 1,000,000 barrels of all varieties for Frederick County next fall. The York Imperial is the principal variety grown in the Shenandoah Valley. It was stated on June 23d by experienced observers who have made inspections of orchards in the last two or three days that the drop from York trees has been abnormal, although in many orchards there are sufficient apples well distributed on the trees to assure a good crop. It was added that there is an inclination at this time of the year to underestimate the crop, as the apples are small and difficult to see on account of the foliage. It was also pointed out that while the York crop will not be heavy, those well distributed give promise of attaining a large size.

The Ben Davis variety has set very heavily, and will require thinning if good quality is to be obtained. In many instances they have set from five to seven apples on one spur. The Stayman crop will not be large, due to dropping, but they attain good size when well distributed, and indications point to a satisfactory yield

on account of the large number of young Stayman orchards just coming into bearing.

The Delicious, Jonathan, Rome Beauty and Grimes Golden have set unusually heavily, while the Black Twig has dropped badly.

Except for aphids, which is severe in some orchards, indications point to comparative freedom from insect and fungus pests, although growers have been urged to comply strictly with their spraying calendar dates. So far little cedar rust has developed in Frederick County, due, it is said, to most of the growers co-operating in eradication methods.

NORTH GEORGIA APPLE CROP WILL BE SAME AS LAST YEAR

STATE COLLEGE OF AGRICULTURE
UNIVERSITY OF GEORGIA
Division of Horticulture
ATHENS, GA., June 25, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Your request for apple crop report received. As you know, the apple industry in this State is in its infancy. There would have been a fairly good crop for the size of the section this year had it not been for the late spring freeze that took place about Easter time. There will approximately be around one hundred and seventy-five carloads of fruit shipped from the north Georgia apple section this year. This is about the size of the crop that was shipped last year. There should have been four hundred carloads this year, if not more.

The north Georgia apple section ships most of its fruit in boxes. Very few, if any, barrels will be used for packing purposes.

Yours very truly,

T. H. McHATTON, Horticulturist.

CANADA WILL HAVE HEAVIER CROP THAN LAST YEAR

DEPARTMENT OF AGRICULTURE
OFFICE OF THE FRUIT COMMISSIONER
OTTAWA, CANADA, June 27, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I beg to acknowledge receipt of your favor of the 16th inst., in which you advise that THE JOURNAL's regular Annual Apple Number will go into the mail on or about July 1st and you desire to include information regarding the apple prospects in Canada.

I am accordingly sending proofs of fruit crop prospects which we have collected for the compilation of our July report which covers crop prospects throughout Canada during the month of June, from which you can summarize the apple information.

Yours very truly,

C. E. MCINTOSH, Commissioner.

Nova Scotia

The apple blossom throughout Nova Scotia was unusually abundant with practically all trees showing full. The season is approximately ten days later than usual and the fruit is therefore just setting. The young apples are commencing to swell and there is every indication that the set is satisfactory and that the crop will be approximately 10 per cent. heavier than that of last year. Ben Davis, Golden Russets, Kings, Greenings, Northern Spies and Blenheims are particularly heavy; Baldwins are showing a medium crop but slightly heavier than last year when this variety was off. Gravensteins, Nonpareils and Starks will be slightly less than last year, but Wagners and Wealthys will be heavy. The apple sucker is less numerous than last year but the tent caterpillars and other common orchard insects are present to just about the same extent as ordinarily.

New Brunswick

The season is considerably later than usual with apple trees in full bloom June 8th to 16th, but the present indications are that the total crop will not be over 75 per cent. of that of last year. At Guy's Mills the crop will not be more than 40 per cent. of 1922. Duchess, Dudley, Ben Davis, Russets, Wealthy, Bishop, Pippin and McIntosh showed a full bloom and are setting for a full crop. Transparents 75 per cent. of a full crop and Fameuse 50 per cent.; Alexander, Wolf River, 40 per cent.; Canada Baldwin, 20 per cent. The tent caterpillars are not causing as much damage as last year, but in unsprayed orchards they have practically stripped the entire foliage from the trees. The last three weeks of June were exceptionally dry and a very heavy crop is now expected.

Quebec

The fruit trees in the province of Quebec are in a good, healthy condition and so far are fairly free of either insect pests or fungus diseases. In some districts and especially where certain varieties were not heavy last year the total crop will be heavier.

Eastern Ontario

Although the season has been somewhat backward, early conditions were very favorable and there was a record showing of bloom. Weather conditions, however, during blossoming time were not favorable for a good set and a heavy crop therefore is not now expected. Baldwins, Spies and Starks promise a heavy crop, but other varieties will be only fair.

Western Ontario

The total crop of apples throughout western Ontario is now estimated at approximately 25 per cent. heavier than that of last year. Winter apples generally are heavier than in 1922, but the early varieties will be somewhat less. Between Hamilton and Niagara the crop of Duchess, Wealthy, Yellow Transparent and Astrachan is estimated at 35 to 40 per cent. of that of last year; McIntosh and Snow, 80 per cent.; Baldwins, Greenings, Kings and Spies, 75 per cent. The usual insect pests and fruit diseases are prevalent in unsprayed orchards, but in the orchards that have been well taken care of they have not yet made their appearance.

British Columbia

For some years British Columbia has not experienced the equal of the wet weather which has continued throughout June. From May 29th to June 3d it was cool with heavy rains, and from June 4th to 7th it was very hot. The rain began again on June 8th and since then it has been cool and showery. There is now a large supply of water in all the reservoirs so that there should be no shortage of irrigation water this season. A complete survey of the apple crop in the Okanagan has not yet been made as the June drop is not over. It is estimated, however, that the crop will be from 15 per cent. to 20 per cent. larger than that of 1922. The increases are McIntosh, Delicious, Yellow Newtown, 10 per cent.; Jonathan, 15 per cent.; Wagners, Spies, 20 per cent.; Romes, 5 per cent. Growers are busy thinning and from the interest taken in this work it is expected that the grade of apples this season will be much better. Reports from Summerland state that the present estimate is for a crop 20 per cent. larger than that of last year, although the drop has not yet finished. Duchess and Gravensteins will be a good crop; McIntosh normal; Fameuse, Cox Orange, Jonathans, Grimes Golden, Winter Banana and Spies heavy. Size of apples much better this year. In the Kootenay and Arrow Lakes districts the weather has continued warm with occasional rains. There has been a rapid development of scab and the June drop has been large. The various varieties are now estimated as follows in comparison with the crop of last year: Rome Beauty 100 per cent., Delicious 95 per cent., Jonathan and McIntosh 90 per cent., Spy 65 per cent., Wealthy 60 per cent., Baldwin 50 per cent. In the Arrow Lakes district the prospects are for a total apple crop 25 per cent. over that of 1922. Tent caterpillars have been very destructive. In the Creston district the total apple crop will be slightly less than that of last year, but more attention is being paid to the orchards and undoubtedly less "C" grade apples will be shipped. Spy, Baldwin, Wealthy and Kings will be lighter; Cox Orange, Wagner equal; and Jonathans, McIntosh, Delicious, Gravensteins and Rome Beauties will be heavier than 1922.

Commercial Apple Production in the Various Provinces in Canada, 1921, 1922 and 1923

	1921 Barrels	1922 Barrels	1923 Barrels
Nova Scotia	2,036,065	1,891,852	2,000,000
New Brunswick	33,000	25,000	18,750
Quebec	45,489	112,500	57,000
Ontario	885,065	809,500	809,500
British Columbia	1,057,483	1,000,000	1,150,000
Total	4,057,102	3,838,852	4,035,250

PACKERS SURVEY THE OUTLOOK ON 1923 FRUIT CROP

About 20 members of the New York Evaporated Packers' Association passed through Rochester, N. Y., June 4th, on a survey of the fruit prospect. Interest centered around apples. They reported that the prospect for the crop is best in Wayne and Monroe counties, gradually lessening through Orleans and Niagara counties as the Niagara frontier is approached.

All in all the prospect for a crop is good as seen by the packers. And while the blossom in the western end of the belt is lighter, there is enough for larger than an average crop if the set is up to the promise of the blossom and the June drop does not take too heavy a toll. As a whole, the packers are rather bearish on the outlook for evaporated apples, and not much inclined to buy futures until the season has further advanced and the situation somewhat cleared.

ONTARIO CROP WILL BE PATCHY, SOME SECTIONS SHOWING GOOD AND OTHERS NOT SO GOOD

DEPARTMENT OF AGRICULTURE, FRUIT BRANCH
TORONTO, ONTARIO, June 26, 1923.
EDITOR, THE NATIONAL COOPERS' JOURNAL:

I am very sorry that, owing to the lateness of the season here in Ontario, we have been unable to get very good reports on the apple crop. The bloom was good generally and we had prospects at that time of a very nice crop. Cool, wet weather interfered with the set in some sections and not in others, so that we anticipate that the crop will be patchy. However, Northern Spy, our best dessert variety, should give us a good crop this season as it was uniformly showing a nice blossom, and will undoubtedly turn out a good set, taking the districts in all parts of the Province combined.

Along the Lake Ontario shore in the export section, near the lake itself, where the trees blossomed during the bad weather, the crop will be light compared to the bloom, while further back where the blossom was out during the fine weather, the set should be heavy. In this section Spies, Starks, Baldwins and Ben Davis for late winters, and Snow and McIntosh for fall varieties, have the best showing.

Yours very truly,

P. W. HODGETTS, Director.

ALL MASON CO'S No. 1 AND FANCY APPLES GO IN BARRELS, SAYS R. C. SABIN

LIVINGTON, MICH., June 20, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The apple production in this county, Mason, is looming up from year to year—many new orchards coming in and old ones better cared for. Last year's crop was around 100,000 barrels of shipping stock. Practically all No. 1 (or A grade) and fancies go in barrels (which you will note is a good puff for the barrel). Lower grades go in bushel baskets and bulk.

The prospects for this year seem to be as good as last year's crop.

More and more we are using the ready-to-set-up state—crozed and champerfered. These can be set up on the farm as needed and save storage room.

Yours very truly,

R. C. SABIN, Secretary,
Mason County Horticultural Society.

APPLES WILL LEAD THE 1923 FRUIT SHIPPING FROM PORTLAND

Approximately 16,660 cars will be required to carry the fruit crops of Oregon and Washington to the markets, according to estimates made by the Pacific Fruit Express Company, Portland, Ore., which controls the refrigerator car service of the Union Pacific and Southern Pacific Railroads. Apples lead with an estimated crop of 11,520 cars, as against 7,572 cars last year.

APPLE CROP BRIEFLY REPORTED

New York

HARRY S. GLIDDEN, HOLLEY, N. Y., reports the apple crop in his section "fair to good." Mr. Glidden will use 6,000 barrels for his 1923 packing, and has already purchased 3,000 of his needed supply from local coopers.

F. E. RUPERT, GENEVA, N. Y., reports a fully average apple crop for his locality this year. Mr. Rupert will use 1,500 barrels for his fruit, which packages he procures through a package association.

F. H. FERGUSON & SON, APPLETON, N. Y., report 50 per cent. of a full crop for their locality. They will use 20,000 barrels for their 1923 packing, which barrels they buy from nearby coopers.

E. P. BROTZMAN, BINGHAMTON, N. Y., reports the fruit crop in his section all killed by frost, hence, there will be no need for barrels.

FRANK H. LATTIN, ALBION, N. Y., writes that there will be fifty per cent. of a normal apple crop harvested in his locality this year. He will use about 2,000 barrels for his 1923 packing, but has not yet purchased his needed supply. Mr. Lattin says, "At present, local prices for barrels will bushel and bulk most of crop."

FRED CARLTON, WYOMING, N. Y., reports from forty to fifty per cent. of an apple crop for his locality this year. Mr. Carlton will use from 30,000 to 40,000 barrels for his 1923 packing, which barrels he buys from nearby coopers.

D. S. BECKWITH, ALBION, N. Y., writes that the outlook is for a good crop of apples in his section this year. Mr. Beckwith makes apple barrels, but has all the stock he needs at present.

Pennsylvania

B. J. CASE & Co., INC., SODUS, did not report on the prospects of the apple crop in their locality this year, but they did advise that they would use 10,000 barrels, adding that they had 13,000 left from last year, which can, undoubtedly, be taken to mean that they will use 23,000 for their 1923 packing, therefore, a good crop must be due up Sodus way.

T. E. WARD Co., RAVENNA, N. Y., report 50 per cent. to 60 per cent. of a normal yield of apples for their section this year. They will use 3,000 barrels for their own packing, which barrels they buy from local coopers.

CLARK ALLIS, MEDINA, N. Y., reports that his section will have about 60 per cent. of the 1922 yield of apples this year. Mr. Allis will use 600 barrels, which he will buy from local coopers.

Indiana

THE LAUREL Co., LAUREL, IND., report from 75 per cent. to 100 per cent. full apple crop for their locality this year. The Laurel Co. will use from 8,000 to 15,000 barrels for their 1923 packing and are now in the market for their barrel supply.

BURTON FRUIT COMPANY, MITCHELL, IND., report about 60 per cent. of a full crop of apples for their locality this year. They will use from 5,000 to 7,000 barrels, which they secure from home coopers.

C. O. LEMMON, PETERSBURG, IND., writes that his section will have a good apple yield this year, but, personally he will need no barrels, being principally interested in peaches, which are marketed in baskets.

ALBERT M. RITCHEN, ROUTE No. 1, GREENFIELD, IND., reports only a half crop of apples for his locality this year and advises that he will need no barrels.

ARTHUR M. DAVIS, CLAYTON, IND., writes that his section will have 50 per cent. of an apple crop this year, but that he will need no barrels as his fruit is all marketed to the auto trade.

D. B. JOHNSON & SON, MOORESVILLE, IND., report 80 per cent. of a full crop of apples as the anticipated yield in their section this year. They failed to state their package needs.

Missouri

C. C. BELL FRUIT FARM, C. O. BELL, BOONVILLE, MO., reports a fair apple crop for his locality this year. As to barrel requirements, Mr. Bell says, "On account of high price of barrels we are going to use boxes, also will sell what we can in bulk, hence will use no barrels."

JOSEPH JENNING, LEE'S SUMMIT, MO., reports 25 per cent. of an apple crop for his section this year. Mr. Jennings will need no barrels as he uses boxes for his packing.

HUXY BROS. FRUIT COMPANY, ST. JOSEPH, MO., report that their section will harvest a larger apple crop this year than has been harvested in the past five years. They will use 25,000 barrels for packing their 1923 apples, and are now in the market for their supply. Hunt Bros. Fruit Co. are buyers of apple barrel stock, as well as purchasers of apple barrels, as they make part of their barrel supply and buy the other part.

R. B. CHANDLER SONS, ANDERSON, MO., write that the prospects for an apple crop in their section this year are fine and that about 80 per cent. of a full crop will be harvested. They will use 8,000 barrels for their 1923 packing and are now in the market for their barrel supply. They want a car of knocked-down barrels.

RIVERVIEW ORCHARDS, McBAIN, MO., report that their section will have a good apple crop this year, fully 75 per cent. of a full yield being expected. The Riverview Orchards will use 3,000 barrels for their 1923 packing, which they will purchase from nearby coopers.

W. A. IRWIN, SPRINGFIELD, MO., reports 80 per cent. of an apple crop as the prospective yield of his section. Mr. Irwin will use 1,000 barrels for his packing, and which he secures from local coopers.

Connecticut

L. C. ROOT & SON, FARMINGTON, CONN., report that there will be a 100 per cent. yield of Baldwins and a 50 per cent. yield of McIntosh in their locality this year. They will use 1,000 barrels for their own packing, which barrels are purchased from nearby coopers.

CHARLES E. LYMAN, MIDDLEFIELD, CONN., reports a very good apple yield for his section this year, fully 90 per cent. of a full crop being expected. Mr. Lyman will use 1,000 barrels for his own packing, which he will buy from barrel manufacturers nearby.

Delaware

WESLEY WEBB, DOVER, DEL., reports about 25 per cent. of an apple crop for his section this year. Mr. Webb advises that he uses mostly round bushel baskets for his packing.

W. E. GROVE, YORK SPRINGS, PA., writes that 90 per cent. of a full crop of apples will be harvested in his section this year. Mr. Grove will use 8,000 barrels for his 1923 packing, and is now in the market for his supply.

SUNNYSIDE ORCHARD COMPANY, TYRONE, PA., report a "fair to good crop" for their locality this year. They do not say how many barrels they will need for their 1923 packing, but they do advise that "they may use other containers." Attention, barrel manufacturers!

J. MACFLICKINGER, FANNETTSTOWN, PA., does not report on the prospective 1923 apple crop, but Mr. MacFlickinger does advise that he will use from 3,000 to 4,000 barrels, and that he is now in the market for his supply.

F. N. FAGAN, DEPARTMENT OF HORTICULTURE, STATE COLLEGE, PA., reports 50 per cent. of an apple crop for his section for this year. Mr. Fagan advises that they will probably use 600 barrels and are now in the market for their supply. They want set-up barrels.

P. S. FENSTERMACHER, ALLENTOWN, PA., writes that there will be a 50 per cent. apple crop harvested in his locality this year, and that he will use four carloads of barrels for his packing. Mr. Fenstermacher purchases his barrels from local barrel manufacturers.

ADAMS Co. FRUIT PACKING AND DISTRIBUTING CO., BIGLERVILLE, PA., report from 50 per cent. to 75 per cent. of an apple yield for their section this year. Their company will use from 20,000 to 30,000 barrels, which they will manufacture themselves.

SPRINGWOOD FARMS, JOHN C. SCHMIDT, PROP., YORK, PA., reports 75 per cent. of a normal crop as the expected apple yield in his section this year. Mr. Schmidt advises that he will use 1,200 barrels for his 1923 packing. Six hundred barrels will be purchased from local coopers and 600 were carried over from last year.

Ohio

FRED HUTCHINSON & SON, CLYDE, OHIO, report only a moderate apple crop for their locality this year. They will use one car of barrels and possibly more, being in the market later for their supply.

T. B. YAPLE, CHILLICOTHE, OHIO, reports that the apple yield in his section this year will be "fair to good." Mr. Yaple will use from 8,000 to 10,000 barrels for his 1923 packing. Mr. Yaple has already bought sufficient stock for his barrel supply and the barrels are now being made up on his fruit farm.

R. R. ROBERTSON, NORWALK, OHIO, reports that the 1923 apple crop in his section this year will be above normal. Mr. Robertson advises that he will use no barrels.

DELBERT SUTTON, IRONTON, OHIO, writes that the apple crop in his locality will be very good this year. Mr. Sutton says he will use no barrels.

J. D. ELLIS, DAYTON, OHIO, writes that 50 per cent. of a full crop will be harvested in his locality. Mr. Ellis did not advise how many barrels he would use this year, but did say he had his supply already on hand. He uses barrels and baskets.

OHIO ORCHARD Co., E. E. DUTTON, MGR., MILFORD CENTER, OHIO, writes that present condition of the apple crop in their locality is excellent and that about 75 per cent. of a full yield will be harvested. They state that they use baskets for local sales and are not in the market at present for barrels.

JAY M. SAGE, CHARDON, OHIO, reports a good apple crop will be harvested in his section this year. Mr. Sage does not say what package he uses for his marketing, but did advise that he used no barrels.

Iowa

J. M. BECHTEL, HAMBURG, IOWA, reports 75 per cent. of a full apple crop for his locality this year. Mr. Bechtel will use from 2,000 to 4,000 barrels for packing and is now in the market for his supply, which consists of six wood-hoop apple barrels.

E. O. WORTH, MONDAMIN, IOWA, reports a half crop of apples for his section this year. Mr. Worth will need 2,000 barrels for packing his 1923 fruit, and is now in the market for his supply.

C. H. LARISON, MONDAMIN, IOWA, reports a yield of from 60 per cent. to 80 per cent. in his locality this year. Mr. Larison will use from 8,000 to 12,000 barrels for his 1923 packing. He is now in the market for quotations on 10,000 No. 1 K. D. barrels, freight paid Mondamin, also quotations on No. 2 barrels and on barrettes.

Vermont

R. E. HILL, SOUTH HERO, VT., reports a good apple crop for his section this year, advising that about 10,000 barrels will be used for packing in his immediate locality. Mr. Hill will use 7,000 or 8,000 barrels for his own packing and will be in the market for his supply a little later.

THE DIMOCK ORCHARD, EAST CORINTH, VT., report a very good crop of apples for their section this year. They will use 750 barrels for their own packing, and are now in the market for their supply.

A. A. HALLADAY, BELLows FALLS, VT., reports only a fair apple yield for his locality this year. Mr. Halladay uses no barrels, only boxes and baskets.

C. J. FERGUSON, BURLINGTON, VT., reports a very good apple crop for his section this year. Mr. Ferguson will need 3,000 to 5,000 barrels for his 1923 packing, and is now in the market for his supply. We want made-up barrels at three points: Grand Isle, Vt.; Charlotte, Vt., and Willshoro, N. Y.

LUTHER PUTNAM, CAMBRIDGE, VT., writes that the apple crop will be very poor in his locality this year, and such fruit as he has he will market to auto trade—or as Mr. Putnam says—"by the roadside," hence will need no barrels.

Arkansas

CADY COOPERAGE COMPANY, ROGERS, ARK., report just about a normal apple crop for their locality this year. They will use about 25,000 barrels for their own packing, which barrels they purchase.

CLAYTON & CLARA MCCREY, R. F. D. No. 3, BENTONVILLE, ARK., report from 65 per cent. to 85 per cent. of a full apple crop for their section this year. They advise that they may not use barrels this year. Barrel men, get busy.

J. W. STRAND, ROGERS, ARK., reports 60 per cent. of a full apple crop for his locality this year. Mr. Strand failed to say how he would pack his fruit this year, but he did advise that he would use no barrels.

COOK ORCHARD COMPANY, FAYETTEVILLE, ARK., report about 75 per cent. of a crop for their section this year. They advise that they would use very few barrels for their 1923 packing on account of higher price. Writing of their package use, the Cook Orchard Co. say: "We are not in the market now for barrels; may use baskets on account of price. Apples cheap; baskets cheap, and barrels are high."

J. A. ENGLISH, MORROW, ARK., writes that there will be about a half a crop of apples harvested in his section this year. Mr. English will use 1,000 barrels, which supply he will procure locally.

HILLCREST ORCHARDS, SPRINGDALE, ARK., report 60 per cent. of a full crop for their section this year. They will use 8,000 barrels and 5,000 baskets for their 1923 packing, which packages they have already purchased.

Michigan

FROST'S FRUIT FARM, GORDON A. FROST, LOWELL, MICH., writes that the apple yield in that section will be about 75 per cent. of the 1922 crop. Mr. Frost does not say how many barrels he will use for his 1923 packing, but he does advise that he will use 2,500 or 7,000 baskets or crates. Gospel of the wooden barrel should be preached.

FENNIVILLE FRUIT EXCHANGE, FENNIVILLE, MICH., reports that the 1923 apple crop will be very good in their locality this year. The Exchange will use 13,000 barrels, which packages have already been purchased.

Maine

CHARLES M. CONANT, WINTERPORT, MAINE, reports a fair apple crop for his locality this year. Mr. Conant will use 3,000 barrels for his packing, which he will make. He is now in the market for coiled elm hoops.

Maryland

S. WALTER STOFFER, SHARPSBURG, MARYLAND, writes that nearly one-half of the apple crop in his section has been injured by hail. Mr. Stoffer estimates that he will need about 1,500 barrels for his fruit this year, which barrels he will purchase from nearby coopers.

New Hampshire

A. I. HALL, ROCHESTER, N. H., writes that his section will have 25 per cent. of a full crop this year. Mr. Hall advises that owing to the price of barrels he will use boxes this year for his 1923 packing.

North Carolina

HENRY P. CORWITH, SALUDA, N. C., reports that the present condition of the apple crop in his locality is fine and that about a quarter of a full crop will be harvested. Mr. Corwith will need no barrels this year, as he had enough left over from last year to supply his 1923 requirements.

Virginia

FREDERICK BARTENSTEIN, THE PLAINS, VA., reports about 40 per cent. of an apple crop as the 1923 yield for his section this year. Mr. Bartenstein will use 3,000 barrels for packing his fruit and is now in the market for his supply.

Wm. B. ALWOOD, GREENWOOD, VA., reports that his locality will have a poor apple yield this year, only from five to fifteen per cent. of a crop being expected. Mr. Alwood advises that he may use 1,000 barrels for his own packing, which barrels he will secure from nearby coopers.

T. O. MAGANN, THAXTON, VA., writes that there will be no early fruit in his section this year, but that the late crop will develop about a 40 per cent. yield. Mr. Magann will use from 300 to 400 barrels for his 1923 packing, which packages he will purchase from nearby coopers. Mr. Magann also advises that next year he may install a barrel manufacturing plant to make his own barrels.

STEWART & SON, WINCHESTER, VA., report from 40 per cent. to 50 per cent. of an apple crop for their section this year. They will use 2,500 barrels, which barrels they secure from nearby coopers.

J. D. GRASBY, COLEMAN FALLS, VA., writes that his section will harvest 25 per cent. of an apple crop this year. Mr. Grasty advises that he will use from 1,000 to 1,500 barrels for his own packing, and that he is now in the market for his supply.

JARMAN GAP ORCHARDS ASSOCIATION, INC., CROZET, VA., report 30 per cent. of an apple crop for their locality this year. They will use 2,000 barrels for their packing, which barrels they secure from local coopers.

THE CLAREWIN COMPANY, CROZET, VA., report 30 per cent. of a crop as the expected apple yield in their section this year. They will use 10,000 barrels, which they will manufacture.

McCUE & SON, GREENWOOD, VA., write that only a 10 per cent. to 15 per cent. apple crop is looked for in their locality this year. They will use 600 barrels for their own packing, which barrels have already been purchased.

BARNHART BROS., CRIMORA, VA., write that the quality of the apple crop in their section this year will be good while the yield will be from one-third to one-half of a full crop. They will use somewhat over 500 barrels for their own packing, which barrels will be purchased from local coopers.

M. M. ORNDORFF, STRASBURG, VA., does not report as to extent of apple crop in his locality, but advises that he will use 5,000 barrels for his 1923 packing. His barrel supply he purchases from local coopers.

LEWIS N. GLOVER, BERRYVILLE, VA., reports that a good apple crop will be harvested in his section this year. Mr. Glover will use 4,000 barrels for his 1923 packing and is now in the market for his barrel supply.

T. W. ABBOTT, RILEYVILLE, VA., reports about 15 per cent. of a crop for his locality this year. Mr. Abbott will need about 200 or 300 barrels for his 1923 packing and he is now in the market for his supply.

D. B. OWEN, MGR., ROCKLAND ORCHARDS, DOYLESVILLE, VA., reports condition of apple crop in their locality is good and that from ten per cent. to twenty-five per cent. of a full crop will be harvested. Mr. Owens advises that they use around 500 barrels, although their orchards will bear from 3,000 to 3,500 barrels. They manufacture their own barrels.

West Virginia

H. L. ALEXANDER, MARTINSBURG, W. VA., reports a good apple crop for his section this year and says that he will use from 2,500 to 5,000 barrels for packing his 1923 fruit. Mr. Alexander buys his barrels from local coopers.

C. P. WAUGH & SONS, WELLSBURG, W. VA., report only about ten per cent. of an apple yield for their locality this year. Such barrels as they use they advise that they purchase from nearby coopers.

R. S. FLESHMAN, PETERSTOWN, W. VA., reports a 50 per cent. apple yield for his locality this year. He advises that, personally, he will use very few barrels, and such barrels as he will use will be purchased from nearby barrel manufacturers.

J. H. BRYAN, GLENWOOD, W. VA., writes that the 1923 apple crop will be very short in his section this year. Mr. Bryan failed to state whether or not he would use any barrels.

N. J. HUGHES, WAVERLY, ILL., reports about 50 per cent. of a full crop of apples for his section this year. Mr. Hughes will use 2,000 or 3,000 barrels for his 1923 packing, and is now in the market for his supply.

Illinois

JOHN J. KEITH, ALTO PASS, ILL., reports about a half of an apple crop as the prospective yield of his locality this year. Mr. Keith advises that he will use 800 barrels and barrettes and that he is now in the market for his supply.

LILLY ORCHARD FRUIT COMPANY, LILLY, ILL., do not report on prospective 1923 apple crop in their locality, but they do advise that they may use a car of barrels for their 1923 packing.

L. R. BRYANT & CO., PRINCETON, ILL., advise that the apple crop in their section this year will be about 80 per cent. of the 1922 yield. They will use 1,200 barrels for packing their late crop and will be in the market later for their supply. L. R. Bryant & Co. write that they use baskets for their early fruit, having quite an orchard trade. They admit that they have never used barrettes, which is an indication that they might be interested in hearing about the same.

F. D. VORIS & SONS CO., report a fair apple crop for their locality this year. They will use 5,000 barrels for their own packing, but are not in the market at present for their needed barrel supply.

WM. BRIMBLE-COMBE, CARMI, ILL., advises that his section will have about 40 per cent. of an apple crop this year. He will use 1,500 barrels for his 1923 packing, but is not at present in the market for his supply. Mr. Brimble-Combe usually purchases from nearby coopers.

L. C. SCHAPERKOTTER SPEAKS TO APPLE GROWERS

A summer meeting of the Mississippi Valley Apple Growers' Association was held at Hannibal, Mo., during June and was well attended.

Reporting the meeting for "The Packer," James Handly touched upon coöperation when he said:

"L. C. Schaperkotter, of St. Louis, representing the coöperation industry, said that while there had not been much advance in price of staves, hoops and heading were advancing and he thought that 75 cents would be the average price per barrel this year."

FRUIT JUICE FROM MEXICO

Equipment has just been ordered by the Valley Crushed Fruit Company for two extracting plants, one in Matamoros and the other in Brownsville, Texas, just across the Rio Grande from Matamoros.

It is stated that the plant at Matamoros will be devoted to utilizing limes, lemons and other citrus fruits of Mexico which cannot be exported to the United States. However, there is no duty on the fruit juices, and they will be sent across the river to the Brownsville processing plant.

NEW CANADIAN FRUIT ACT PROVIDES FOR HALF-BARREL FOR APPLES

A new fruit act has been passed by the Canadian Parliament, making provisions for new grades for apples and pears packed in boxes and new packages for apples, pears, cherries, plums and berries, according to the Canadian Department of Agriculture. In the grading of apples the terms No. 1, No. 2, Domestic, and No. 3 as applied to apples, crabapples and pears packed in boxes have been superseded by the designations "Extra Fancy," "Fancy," and "C Grade." Provision is also made for the use of a half-barrel, and definite dimensions are prescribed for packages for plums, pears, cherries, berries and currants to conform to the United States legal packages. Boxes containing apples, pears and peaches are required to show the number of specimens in each box. Official inspection certificates shall be *prima facie* evidence of the grade and condition of the fruit or packages referred to therein.

NAVAL STORES LARGELY CONSIGNED TO GREAT BRITAIN

The exports of naval stores, gums and resins for the first quarter of 1923 showed further strength, expanding 54 per cent. from \$3,713,540 in the first quarter of 1922 to \$5,736,902 in 1923. The marked strength in naval stores was due to a gain of approximately 100 per cent. in the value of rosin exported. Of a total of 323,166 barrels of rosin weighing 500 pounds each, worth \$3,071,000, shipped to all foreign countries, the United Kingdom was the largest consumer, taking approximately one-quarter, with Japan, Argentina, and Brazil following with over \$300,000 each. Although the value of the shipments of spirits of turpentine in the three months of 1923 exceeded that of the first quarter of 1922, the quantity was less. The United Kingdom likewise was our best customer for spirits of turpentine, receiving one-half of the total of \$2,276,418 (1,584,067 gallons).

ANTIQUES MADE TO ORDER

In a recent circular issued by the Department of Commerce and under the caption, "Export of Worm Holes a New Industry," appeared the following:

"That it pays to investigate needs of foreign markets is shown by the following incident which occurred in a foreign country a short time ago.

"An American exporter sent an unusually poor consignment of oak, which was found to be wormy, to his oversea connection, but no market could be found for this parcel. This consignment would have caused a great loss to the exporter were it not for the fact that the consignment happened to visit an antique furniture factory. The manufacturer was at that time busily engaged in making antique grandfather clocks and found the oak in question to answer his purpose very nicely because it eliminated the work of boring worm holes by hand. The parcel was disposed of at a premium and a profitable connection was established.

"This proves that there is a market for even poor grades of lumber, but one must know the foreign market requirements before shipping the stock, and it is naturally not advisable to make consignments of such stocks, taking a chance on finding a market."

PLANS APPROVED FOR COUNTY ROAD IN MINNESOTA FOREST

The Deer River-Cut Foot Road, located in the Minnesota National Forest and in Itasca County, has been designated as a forest highway by the Secretary of Agriculture, according to an announcement issued by the United States Forest Service.

Plans to build 19 miles of this road from the north line of the Minnesota National Forest to a point three miles east of the east boundary of the forest have been approved and the sum of \$37,000 has been appropriated from the forest highway fund. A like amount has also been appropriated by the local authorities for this work.

This project is not a State highway, but is a very important county road, used as a through road between Deer River and Black Duck, Minnesota. It also is of great importance in the administration and protection of the forest.

PRESIDENT ADDS LANDS TO CARSON NATIONAL FOREST

President Harding has signed proclamations adding to the Carson National Forest in northern New Mexico 120,557 acres of public lands and restoring to entry 10,253 acres formerly a part of the Carson National Forest.

The lands added comprise three units, namely the Taos Junction, the Mesa Vieja and the Jicarilla. These areas are chiefly valuable for watershed protection and for timber production. Incidentally they will be used for livestock grazing. The lands to be restored to entry are considered to be chiefly valuable for grazing uses.

The President also transferred to the Carson National Forest an area comprising 89,369 acres, which heretofore formed a part of the Santa Fe National Forest. This transfer was made to facilitate management and supervision of the area involved.

WANTS BUNG MACHINERY

CHARLES CHURCHILL & CO., LTD.
LONDON, ENGLAND
402 SINGER BUILDING, 149 BROADWAY
NEW YORK CITY

June 29, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Our London office have an inquiry for a machine for compressing wooden discs, which are to be used for bungs for barrels, and the customer wishes to compress them in a tapering die, so that when the operation is finished the disc is three inches in diameter at the top and two and seven-eighths inches at the bottom. They wish a machine suitable for turning out about 15,000 discs per hour.

We would appreciate your advising us the names of some manufacturers of such a machine, so that we can get in touch with them and obtain quotation. Thanking you in anticipation, we are,

Very truly yours,

CHARLES CHURCHILL & CO., LTD.
149 Broadway, New York City.
Per E. A. GOWEL.

HANDLE PLANT FOR GREENWOOD

The Standard Handle Company, Macon, Ga., is planning the erection of a branch plant at Greenwood, S. C., for the manufacture of farm implement handles. The company has a two-acre site.

THE ARKANSAS SEVERANCE TAX LAW
By G. B. Webster

The following article was delivered at the May annual meeting of The Associated Coöperation Industries of America in St. Louis:

I have been requested by the officers of the association to give to its members an expression of my views on the validity of the recent Act of the Arkansas Legislature, commonly referred to as "The Severance Tax Law," which undertakes to levy a tax of seven cents per thousand (of the value), on all timber cut within the State. In the study of that act, which I was thus obliged to make, there was impressed upon my mind the fact that what the business of this country needs is less law than it has, or else a better knowledge on the part of legislatures as to the subject matters upon which they act.

When Jack Cade, many years ago, started his revolution in England, the first plank of his platform was "Let's kill all the lawyers." His semi-barbaric mind saw them all in their collective capacity and knew that they stood in the way of his wholly impractical purposes. Fortunately for some of us his activities were soon ended, and in these modern days of sumptuary legislation, when cities, States and the general government itself, have gone on a tax-gathering debauch, it would seem a far better proposition to kill off all the lawyers. Forty-eight States, and one Congress, with their real and energy of a better purpose, have embarked upon a course of revolutionary and sumptuary legislation, which, unless soon restricted, will wreck the entire business of the country. So, perhaps, it is just as well that Jack Cade did not succeed in his intended annihilation of all the lawyers, because each Congress and each Legislature makes more evident the necessity for some lawyer to save the business of the country and bring about the action of the courts in its protection.

The Federal Government, as well as each of the several States, has a constitution which is the basic and fundamental law. These instruments are the outgrowth of Magna Charta, which the barons of England compelled King John to grant on the Field of Runnymede in 1215, and since then they have been the charters of individual liberty. They contain restrictions upon the legislative, the judicial and the executive branches of the several governments, and no act of any of these departments has any validity when it offends or comes in conflict with any provision of these constitutions. The act which does so is in effect no act at all and may be totally disregarded without danger of prejudice by such action. If, therefore, it can be made to appear with reasonable certainty that the Severance Tax Law offends either the Constitution of Arkansas or the Constitution of the United States, it is null and void and may be disregarded by every person coming within its terms.

Under the Arkansas Constitution

The act is by its title and by its terms an attempt to tax a privilege. It is entitled "An Act to lay a privilege or license tax," and by its second section it is required that any one "desiring to engage in the business of severing natural resources shall first make an application for a license or permit" to do so, and upon making such application pay a tax or assessment. These two features alone make it a privilege tax measure, although many other provisions of the act tend to the same result.

All taxation is a legislative function and the power to exercise it is derived from the State Constitution. Being a power in derogation of common right, it must be exercised in strict accordance with the constitutional grant and within its limitations. The Constitution of Arkansas (Art. XVI, Sec. 5) gives its legislature power to tax, among other things, "hawkers, peddlers, ferries, exhibitions and privileges;" so it becomes necessary to determine what constitutes a privilege within the meaning of this grant of power. In the prosecution of that inquiry we are bound to inquire first what the Supreme Court of Arkansas has said on the subject, since it is the final arbiter of such a question.

The question arose very early in the judicial history of the State and was decided in the case of Stevens vs. State, 2 Ark. 291, where it was ruled that the privileges made taxable by the constitutional provision quoted are only those which cannot be enjoyed or exercised without some statutory provision conferring the right to do the thing involved, and not those which are of common right by reason of ownership, or are otherwise lawful in themselves. This decision was repeated in the subsequent case of Gibson vs. Pulaski County, 2 Ark. 309, and it does not appear to have been overruled or criticized in any later case.

Since the Severance Tax Law taxes not the timber, but the right or privilege of cutting it, which right is a common incident of ownership, the exercise of which does not require a special statutory permission to make it lawful, it follows that the law is offensive to the constitutional provision quoted, is not within the taxing power of the Arkansas Legislature, and is, therefore, unconstitutional and void under the State Constitution.

The Arkansas Constitution (Art. II, Sec. 22) further provides that "private property shall not be taken, appropriated or damaged for public use without just compensation therefor," and probably it was the thought of this which induced the legislature to cloak the Severance Tax Law in the guise of a privilege tax. Despite such an effort, if the law has the effect of taking private property for public use without compensation, it is quite as offensive to the constitutional provision as it would be without such camouflage. It determines its validity, and it cannot be denied that this law has that effect. To the extent of the tax it certainly "takes" private property, because it deprives the owner of that much of the value of his

timber, which he already owns absolutely, and which is therefore private property, and it appropriates it to public use because it distributes the proceeds of the tax (Section 14) to the State School Fund and the general revenue of the several counties.

In a very recent case the Supreme Court of the United States (Penna. Coal Co. vs. Mahon, decided December 14, 1922) held that a statute prohibiting the mining of coal underneath residences or places of abode, and streets or alleys, is unconstitutional as taking private property for the benefit of the public without compensation, the Court saying the value of coal consists in the right to mine it and that such right is property. So it is with standing timber; its value lies only in the right to cut and manufacture it, which right is property susceptible of private ownership and cannot be appropriated, wholly or in part, without compensation. This conclusion cannot be avoided by the argument that the taking is a tax, because the timber is already taxed as a part of the land, and because, further, if it were a tax it would be invalid as not being equal and uniform on all classes of property, as the constitution requires all taxation shall be.

The Arkansas act in question undertakes to deny the owner of standing timber the right to cut it, without which it is useless and valueless to him, until he first pays the prescribed tax, and thus it destroys the value of his property unless he contributes *gratis* to the public benefit some portion of it. No such law can be valid under any orderly system of constitutional government.

The Fourteenth Amendment to the Constitution of the United States provides that "no State shall deprive any person of life, liberty or property without due process of law, nor deny to any person within its jurisdiction the equal protection of the law." As already explained, the Severance Tax Law deprives the owner of standing timber of his entire property in it, if he does not procure a license and pay the tax, and a portion of it, at least, if he does; so it remains only to inquire whether it accomplishes either, result by due process of law. Time does not permit, nor necessity require, a discussion of the meaning of the words "due process of law." The courts have, in numerous decisions, established their effect as they are used in the Fourteenth Amendment and in the State constitutions into which those words have been incorporated. It will suffice to say in a general way that they include, not everything which a legislative body may declare to be law, but everything done under color or authority of a law, but rather such exercise of governmental powers as the settled maxims and fundamental principles of law sanction and permit in the course of orderly procedure. If a definition must be given, the best is probably that of the United States Supreme Court in Bank of Columbia vs. Okley, 4 Wheat. 244, in these words:

"Due process of law is the law of the land—that law which secures the individual from the arbitrary exercise of the powers of government unrestrained by the established principles of private rights and distributive justice"; and as a corollary of that the expression of Mr. Justice Field in *Munn vs. Illinois*, 94 U. S. 125: "All that is beneficial in property arises from its use and the fruits of that use, and whatever deprives a person of them deprives him of all that is valuable in his ownership, and is a taking of property within the Fourteenth Amendment."

Under the Federal Constitution

That the Severance Tax Law is an arbitrary exercise of the powers of Government, unrestrained by any principles of justice and so a denial of due process of law, seems quite apparent from the provisions of Section Ten. Under the terms of that section when any tax becomes delinquent the Commission shall certify the amount of it, together with the penalties, to the Clerk of the Circuit Court of the County where the tax accrued, and the Clerk is required to file such certificate on the record of the court as the transcript of a judgment, and execution shall be issued thereon forthwith, directed to the sheriff, who shall immediately make a levy on—not only the timber cut—but any other property or assets of the person against whom the tax is assessed.

It would seem unnecessary to indulge in any argument to show that this is arbitrary. Under such a procedure a judgment is in effect rendered not by a judicial body, but by the Arkansas Tax Commission. In short, it may fairly be said that under this section the taking of property is not only without due process of law, but without any process whatsoever.

NEW HANDBOOK ON KILN DRYING ISSUED BY U. S. FOREST SERVICE

Preventable losses in seasoning lumber total around \$50,000,000 every year, according to the Forest Service, United States Department of Agriculture, which announces a new handbook on kiln drying prepared by Rolf Thelen, of the Forest Products Laboratory, at Madison, Wis.

Fundamental facts about the drying of wood which a kiln owner or operator must know in order to get the most satisfactory results with his kilns are presented in the booklet, together with information concerning different types of kilns, instruments, and apparatus employed in kiln drying.

Copies of the handbook, which is known as Department Bulletin 1136, may be secured from the Superintendent of Documents, Government Printing Office, Washington, D. C., for 25 cents per copy. Always ask for the handbook by number—Department Bulletin 1136.

PERIOD OF SEVERE TIMBER SHORTAGE IS INEVITABLE, SAYS U. S. DEPARTMENT OF AGRICULTURE

A period of severe timber shortage in the United States is inevitable, according to the Forest Service, in an article in the 1922 Year Book of the United States Department of Agriculture, entitled "Timber: Mine or Crop?" The evil effects of having treated the forests of this country as mines from which to extract the timber without proper regard for proper methods of growing new timber crops are discussed.

"American standards of living and much of our industry have been developed upon timber supplies so abundant and cheap that the United States today is the largest consumer of wood in the world," states the Forest Service article. "We now use nearly half the lumber, more than half the paper and about two-fifths the wood in all forms. We produce from two-thirds to three-fourths of the naval stores. The timber to supply our demand has been mined from the forest much as coal has been mined from the ground."

Timber More Than Half Gone

The original forest lands of the country, according to the bulletin, totaled 822,000,000 acres and the stand of timber on that original area is conservatively estimated at 5,200 billion board feet, probably having been far more. Today the forest land area is but 470,000,000 acres and the timber stand is reckoned at 1,600 billion feet of virgin timber and 600 billion feet additional of culled and second-growth stands.

The rate of timber consumption in the United States, including loss by fire and other destructive agencies, is nearly four times as great as the rate of timber growth. It is also stated, the country's requirements amounting to about 23,000,000,000 cubic feet each year, while but approximately 6,000,000,000 cubic feet is being grown. Although timber is growing on, perhaps, 250,000,000 acres of our forest land, the crop is so poor and so subject to damage that the land is producing but a small part of what it could produce under forest management.

However, according to the data contained in the article, if the entire forest area of the country—470,000,000 acres—were placed under intensive forestry about 27,000,000,000 cubic feet could ultimately be produced each year. This amount would exceed the present drain on our forests by a relatively small margin.

Increased Production Would Be Slow

"This production, however, can not be brought about in a short time," continues the article. "To make the practice of intensive forestry universal or even the rule throughout the United States will be possible only through gradual progress. It will require the development of scientific knowledge and technical methods of timber growing comparable with what has slowly, and at large cost been obtained for agricultural crops."

"It will require effective protection against fires. It will require methods of cutting the mature timber that assure prompt and complete reforestation. It will require the selection and concentration of growth on the best species in each region. It will require cultural operations, such as thinnings, which in European countries yield, and in this country may be expected to yield, a revenue from forest land before the main crop reaches maturity. It will require a cut so regulated that only the mature timber will be taken, and no more than the total growth of the whole forest."

"Even if intensive forest management could be applied instantly to the entire area of forest land in the United States, it would take a generation or two to bring about forest conditions as favorable to high production as those now to be found on small areas in this country or over large areas under forest management in Europe."

"Further, since the timber crop requires several decades to grow to maturity, though a full stand of the right kinds of trees could be started on all our forest land by some magic over night, it would be 30 years at least before new growth would, under average conditions, attain sufficient size to furnish even low-grade material."

"In short, with the utmost that can be done, many years must pass before we can make our forests produce through growth as much timber as is now yearly taken from them, and a period of shortage is inescapable."

BIGGEST BLACK GUM TREE

Experts from the Department of Forests and Waters, Harrisburg, Pa., believe they have found the largest black gum tree in Pennsylvania. The tree stands in a tract of virgin timber near Milroy and is ten feet in circumference at breast height, is ninety-five feet high and is clear of branches for more than fifty feet from the base.

Squandering Good-will Abroad — American Commercial Prestige Likely to Suffer Serious Damage, Says Julius Klein, Director, Bureau of Foreign and Domestic Commerce

An old abuse, so costly in the past to American prestige abroad, is again creeping into our export trade. Under the allurements of domestic boom conditions many of our manufacturers are showing increasing apathy to the legitimate requests and orders of foreign contacts whose patronage they so carefully solicited during the past few years. The sound policy of definite allotments for export is being ignored in far too many cases. Unless this disloyalty to firmly established foreign contacts is promptly overcome, American commercial prestige and good-will abroad is likely to suffer serious damage.

A group of strong British firms—the representatives of a number of prominent American manufacturing exporters—have just advised the American commercial attaché in London that they are "through for all time with the unreliability of American business executives—thoroughly sick and tired of the foreign-trade 'flirtations' of their American connections whose export interest shifts with every vibration of domestic demands." For years before the war the serious intentions of American exporters had been questioned, and there had been allegations concerning "poor packing," "short-sighted credit policies," and "linguistic shortcomings," but the strong efforts made in foreign markets since 1914 seemed to remove any doubts as to the permanence of America's intentions. Now, however, the accumulated assets of good-will and experience are, in a number of important cases, likely to be thrown away over night and squandered by a reversion to those haphazard, spasmodic policies—or utter lack of policies—which had been the most serious handicap to our commercial progress abroad before the war.

This is a serious indictment. And yet it seems to be getting uncomfortably close to the truth. Good-will, that most precious of business assets, is certainly being wasted when two leading American manufacturers, who for years had been building up their trade in a foreign market, curtly brushed aside a six-figure order in that market because they are "too busy with domestic demands;" when a prominent specialties firm suddenly wipes out its export department, with the blunt explanation to loyal foreign connections, who had labored for years to build up a reputation for its product, that "home markets are once more sufficient to take care of our entire output."

If the offending firms were the only ones to suffer from such ruthless violations of the first principles of commercial loyalty, the situation would be of no concern to anyone save themselves. Unfortunately, however, every exhibition of such unethical practices is announced far and wide, with ample embellishments, by corps of every-ready critics and rivals of the United States. The result is a serious blow to the basic integrity and good faith of the whole American business community in the given foreign market.

Permanent Foreign Outlets Must Be Maintained

If the United States is to level out the valleys of periodic depression in the curve of its business cycles and is to keep its factories and farms steadily and fully occupied, the maintenance of permanent foreign outlets must be assured regardless of fluctuations in domestic market conditions. It does not improve the standing of America's business abroad to have the first sign of better domestic trade bring about the immediate abandonment of all interest in those foreign contacts which had been hailed with such joy and solicitude during the dark days of 1921.

The bitter enmity engendered among foreign customers by such rough-shod impertinence survives abroad long after the episode is forgotten here. As an example, there is the case of our textile exports to a certain Latin-American market, which were inaugurated on a large scale during the domestic depression of 1907. Then came the revival of home demand, and the foreign buyers were promptly ignored. It took ten years of hard work by our textile exporters, aided, of course, by the war situation, to overcome the effects of that affront. And unless we observe the elements of common courtesy and foresight during the present period of tempting domestic demand, a similar reaction may be expected.

Inflexible Policies Create Difficulties for Agents

There are other aspects of this problem of due consideration and support for foreign business relations. For example, a feeling of hopelessness and resentment is frequently created in the overseas agent by the adop-

tion in the home office of absolutely inflexible policies regarding credits, terms of sale, prices, and the disposal of stocks on hand. Such rigid requirements prevent the foreign representative from adjusting his attitude to meet changing local conditions. In this connection the case may be cited of one American company which finds itself obliged to pay many thousands of dollars in additional customs duties, because it refused to relax its stock-movement policy and to rush through certain emergency shipments to anticipate an increase in tariffs in a foreign country. The company's foreign agent had the American commercial attaché supplement his plea for help, but their joint efforts fell on deaf ears and the company is now paying for its rigid "consistency."

Representative's Advice on Credits Should Be Heeded

A vital phase of this general question is that of recommendations with regard to extending credits. One of the important advantages of having a representative abroad, especially a man who has been trained in the home organization, is the facility with which he can investigate the business reputation and paying ability of prospective clients. When such a representative recommends the extension of credit, the home office should be prepared to act within reasonable limits; unwillingness to do so may mean the loss of much of the business that would otherwise be obtained. On the other hand, if the foreign representative is of sufficient experience and acumen, his advice to restrict or withhold credit may save his principal heavy losses and expensive lawsuits.

Cases regarding credit policies often involve the most delicate relations between the foreign representative and the home office, for, while business is booming and credits are being extended freely by competitors to the same persons who desire to place orders in America, it is hard for the representative in the field to insist that the firm shall forego what seems like the prospect of large profits. Both the credit man and the manufacturing department of the home organization may oppose his advice. It may be difficult to arrive at a compromise. Yet the desirability of following such advice is strikingly illustrated by certain experiences that preceded and attended the collapse of the post-war boom. The shrewdest of the men in the field saw before the crash coming (on the average) two months or more before the executives at home were aware of its imminence. Where the former commanded the confidence of their principals and "stood by their guns," they saved American firms tens of thousands of dollars. In cases where they were overruled, the home managements now realize, more keenly than ever before, the necessity of keeping in close touch with the men who represent them abroad and of giving special consideration to their warnings of impending danger.

Faith in Judgment of Foreign Representative Essential

Compliance by the home office with recommendations by the foreign representative is often a means of avoiding serious legal losses. Legal action by Americans in a foreign country is something to be shunned, because the procedure is unfamiliar, the local courts may be influenced by considerations other than those of strict justice, and public sympathy is almost invariably alienated, even though the foreigner may be technically in the right.

Executives in the United States should be willing to believe that their foreign representative is more familiar than they are with problems in his special field. Yet they frequently fail to manifest any such faith in his judgment. One may cite the example of the American manufacturing company which was about to give an exclusive agency for a certain European country to a firm that already represented two rival concerns whose products it preferred to sell.

The company insisted on concluding these arrangements despite the protests of its general representation for this region of the continent. On his own responsibility and almost at the risk of losing his position, the general representative succeeded in modifying the terms of the contract so that the American company may have a "loophole" enabling it to withdraw from the arrangement in the event that it proves unsatisfactory, as both the representative and the American commercial attaché are convinced that it will.

Hasty Action by Home Office Ill-Advised

It is unwise and unjust for the home office to "cut the ground from under" the foreign representative by

precipitate and independent action. A firm making office equipment sent a representative to Great Britain to investigate the possibilities of the market and to negotiate with local houses regarding permanent handling of the lines. Various encouraging reports as to the sales outlook were sent to the home office, together with suggestions as to policy, and, in due course, recommendations were made concerning prospective agents. Meanwhile, the exports manager at home, over-eager to get results, began to carry on certain direct negotiations by mail, and, shortly thereafter, committed himself to an agency representation of an undesirable kind, without any reference whatever to the advice that could have been obtained from the man on the spot. That such inconsiderate haste is as injurious as it is short-sighted goes without saying.

Foreign representatives of even the most progressive firms often voice the complaint that they are accused by the home office of "ceasing to be good Americans" whenever they express some appreciation of the foreign buyer's point of view or because they find it necessary to advocate doing business in the customer's way in order to get the trade and keep a satisfied client. It seems to be a deplorable fact that distance and time tend to place even the best of representatives under a growing cloud of suspicion in many home offices. This is a condition that should not be permitted to exist.

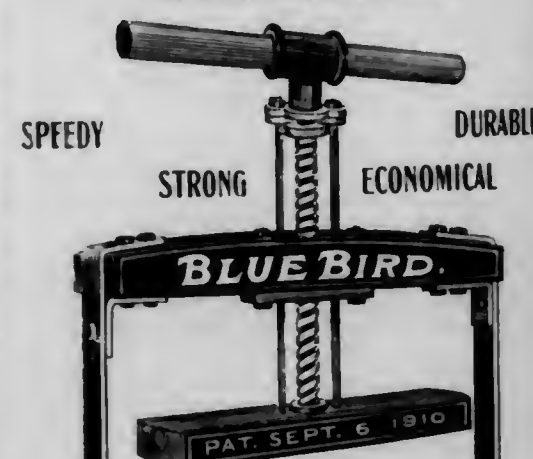
Adherence to Prices Quoted by Representatives

One grave fault is the failure of the home office to abide by prices at which representatives take orders. A large American house which recently entered a European market sent its agent a price list covering standard lines, on the basis of which he was to solicit orders. Accompanying the price list was the statement that the quotations would hold for a specified length of time. Within two days the agent called an order of substantial size for prompt shipment. By return cable he received a prompt refusal by his company to accept the order except at a price advance of 7½ per cent. The excuse was that raw materials had gone up in the meantime, though it is reasonable to suppose that the firm had the goods on hand (or at least the raw materials to make the goods) when the original prices were quoted.

This illustrates a general weakness on the part of the export and sales manager at home. Such action antagonizes potential customers and weakens the position of the foreign representative by discrediting him in the eyes of those from whom he must secure business.

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Knife Grinders, Noble, Defiance. Cooper tools, truss hoops and all kinds of barrel building machinery.

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Holmes No. 48 hoop driver. Brady double-end trusser. St. Joe Stapling machine. Toledo hoop welding outfit. Bliss hoop-forming machine. 60-inch Greenwood heading jointer. Greenwood power-feed heading jointer. Whitney 20-inch stave saw. Oram double-wheel stave jointer.

All machines guaranteed.

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FOR SALE—Up-to-date barrel-making machines manufactured by the E. & B. Holmes Machinery Co., Buffalo, N. Y.

1—No. 38½ Large size crozer, 8 crozing knives, 8 clamping knives, extra.

2 sets extra chuck rings.

1—No. 97 Hoop nailer.

2 extra sets forms.

1—No. 48 Slack barrel trusser with 17½" cone.

1 extra cone for each 19½" and 20" head.

The two first machines are almost new; only used about six months.

The No. 48 machine used longer, but in good working condition.

No. 10 Chambers Patent Barrel Heater, fair condition.

All machines can be purchased at a bargain.

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One Heading Sawing Machine.

One No. 4 Stave Cutter.

ROCHESTER BARREL MACHINE WORKS,

Manufacturers of "Greenwood" Stave

and Heading Machinery,

Rochester, N. Y.

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Address E. HENNING, INC., Borland Bldg., Chicago.

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Address W. F. ROBERTSON

STEEL AND IRON CO., Cincinnati, Ohio.

MACHINERY WANTED

WANTED—One hand heading turner, suitable for 63-pound butter tub covers. Address ED. P. EBERHARD LUMBER CO., Guttenberg, Iowa.

WANTED—A good second-hand heading jointer with boring attachment. Also a 16-inch drum for Whitney saw. Address WASHINGTON COOPERAGE & PACKAGE CO., Richmond Beach, Wash.

BUSINESS OPPORTUNITIES

WANTED—The agency for selling new white oak hardwood kegs, half barrels and barrels for a good responsible concern. Address JOHN EBERSBERGER, INC., 257 Wilson Avenue, Newark, N. J.

WANTED—To get in touch with some manufacturer who will contract with us for the jointing of slack barrel staves. NEPSA COOPERAGE, INC., D. W. SUPPERSTEIN, secretary, 1625 West 12th Avenue, Denver, Colo.

WANTED—A man experienced in manufacture of pine heading, to invest from \$5,000.00 to \$10,000.00 with us in a new plant. Must be able to build with economy modern mill and conduct the business from tree to finished product. Address "PINE," care "The National Coopers' Journal," Phila., Pa.

FOR SALE—Second-hand cooperage business established 25 years and located in a very busy manufacturing center of New England, where excellent opportunities for this line of business exist. Reason for selling present owners want to retire. Address "NEW ENGLAND," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE OR RENT—The buildings and ground for immediate operation of a stave, heading and hoop mill in best location on Ohio River and two trunk railroads in Mound City, Ill. with or without boiler plant. Inexhaustible supply of timber can be had adjacent by rail or river at low rates. Present splendid opportunity for stumpage near the plant on Ohio River and milling in transit railroad territory. Cairo, Ill. freight rates to markets. Owners of former operation of saw and planing mill retiring from business. Apply to WILLIAMSON & KUNY, Mound City, Ill. Near the Cairo, Ill., industrial district.

PLANTS WANTED

WANTED—Plants to locate.—We have splendid locations for mills to manufacture CUT STAVES, BUTTER TUBS, HEADING, HANDLES, NAIL KEGS, etc.

We have about 50,000 acres of timber lands in Florida, consisting of various hardwoods and southern yellow pine. Our tramroads run right through the timber and connect with railroads, which have low log freight rates to adjacent good towns where living conditions, climate and shipping facilities are of the best and freight rates to consuming centers reasonable. Plenty of cheap and efficient labor procurable. For further particulars apply to owners, WILSON-OTWELL & CONE, INC., Jacksonville, Florida.

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FOR SALE—A slack stave, heading and lumber mill, in A-1 running order and located in a section where they are using from 5,000 to 7,000 sets of heading per day. Plenty of hardwood to be had for years to come. Good shipping center both in and out. Have blacksmith shop, 8 sets of trucks, 4 sets of sleighs and tractor for lumbering. Plant located in Marine City, Mich. Address "MICHIGAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SLACK STAVE MILL FOR SALE

FOR SALE—Slack stave mill, good location for timber; fifteen acres of land, on White River. Address INDEPENDENT COOPERAGE COMPANY, Ft. Wayne, Indiana.

POSITION WANTED

WANTED—By young man, married, who has thorough knowledge of the second-hand barrel business, backed by many years' experience, executive position with a live-wire house; at present employed, but desires a change; can furnish desired references. For further information address "EXECUTIVE," care of THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—About one carload 5¼-foot hand-shaved ash hoops; half carload 4-foot 4-in. coiled elm hoops. Address PROCTOR BROS. & CO., Nashua, N. H.

FOR SALE—We have a number of cars of choice mill-run 28½" mixed hardwood staves, principally black ash, thoroughly seasoned, ready for immediate shipment, and will be pleased to receive inquiries for same. This is all choice Canadian stock. Address THE SUTHERLAND-INNES CO., LTD., Chatham, Ont., Canada.

FOR SALE—Three cars of No. 1 29" spruce and fir staves cut ½" and jointed ¾" bilge. Apple barrel staves and heading. One car 65,000 strictly No. 1 6-foot coiled elm hoops. One car 17½" hardwood heading. Write for price.

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FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousa, La.

FOR SALE—Three sets for oak staves. Set No. 1 will cut 25 million. Set No. 2 will cut 15 million. Set No. 3 will cut 4½ million. No land to buy. Priced right. Address W. S. HAVENS, Altamont, Tenn.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.

Tanks—300 to 18,600 gallon capacity. Casks—85 to 6,000 gallon capacity. Vats and tubs—275 to 4,000 gallon capacity. Write for detailed list, prices and dimensions. Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—Slack sugar barrels. We have to offer straight carloads of first-class drop-head sugar barrels. TOLEDO BARREL & BAG CO., Toledo, Ohio.

SECOND-HAND PACKAGES WANTED

WANTED—We are in the market for lard tubs, one-trip sound oil drums, turps, re-finds, cottonseeds and No. 1 lubricating oil barrels, double-head pickles, No. 1 lhb halves, softwood syrup half-barrels, also drums with removable heads. HUGH O'DONNELL, INC., Meadow and Snyder Avenue, Philadelphia, Pa.

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WANTED—Reliable, experienced man to operate machine cooper shop. State experience, where employed, age and full information in first letter. Address "SHOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SECOND-HAND BARRELS WANTED

WANTED—To buy second-hand turpentine oil and half oil barrels. JOHN EBERSBERGER, INC., 257 Wilson Avenue, Newark, N. J.

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 Chicago, 16c Pittsburgh, 31.5c
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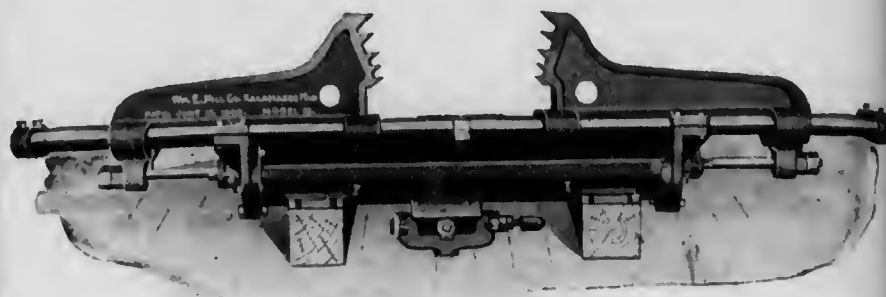
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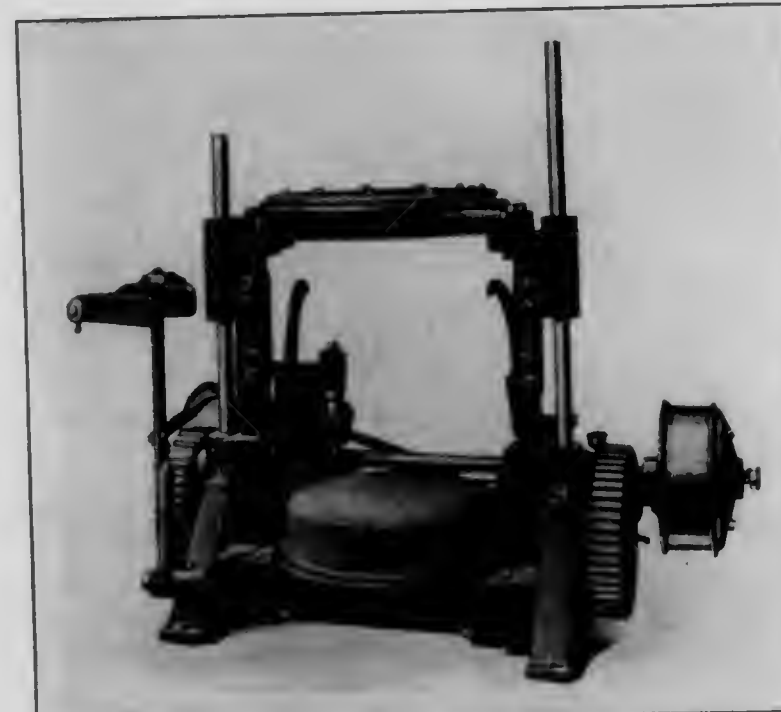
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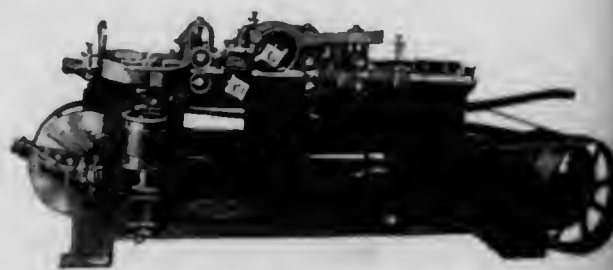
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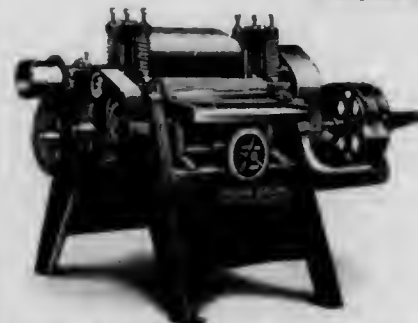
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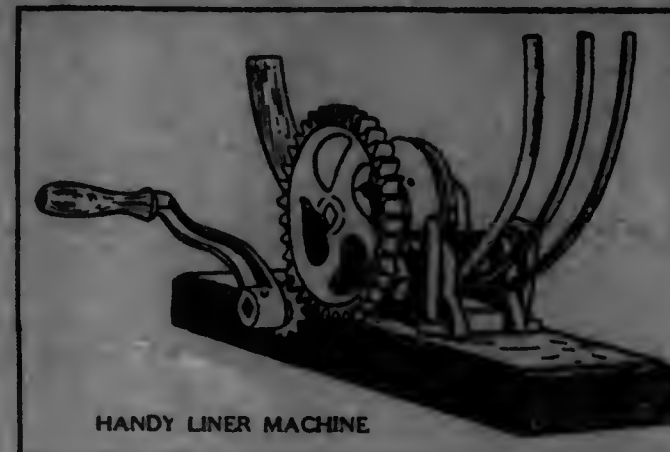
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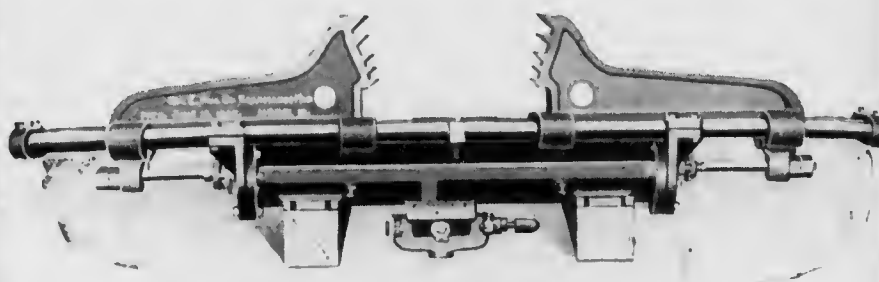
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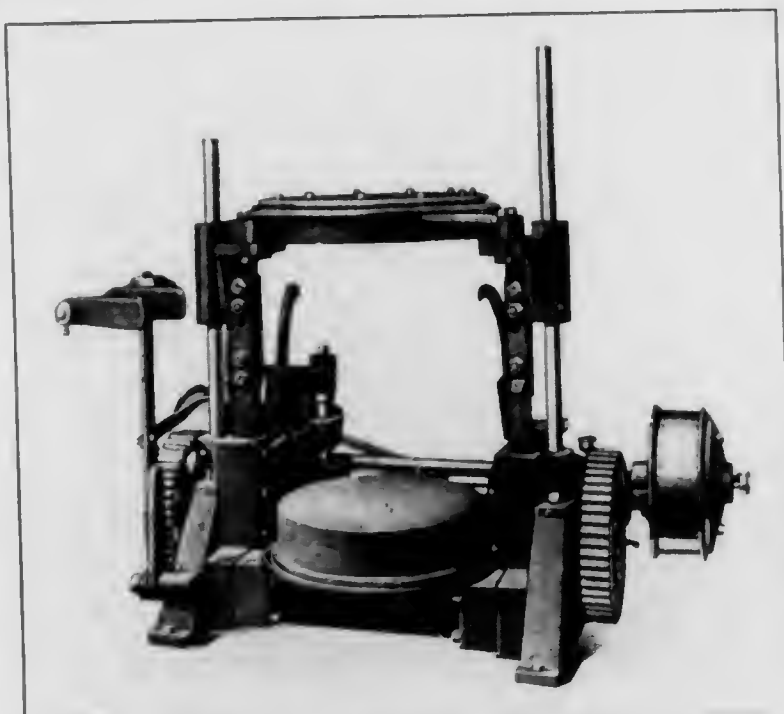
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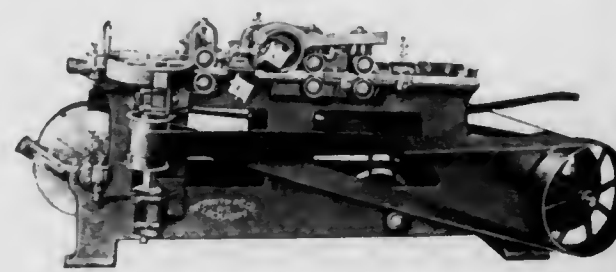
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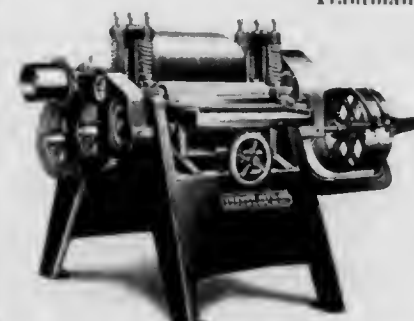
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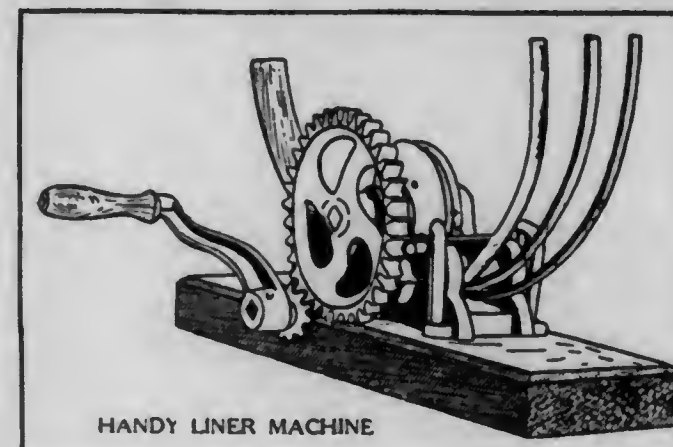
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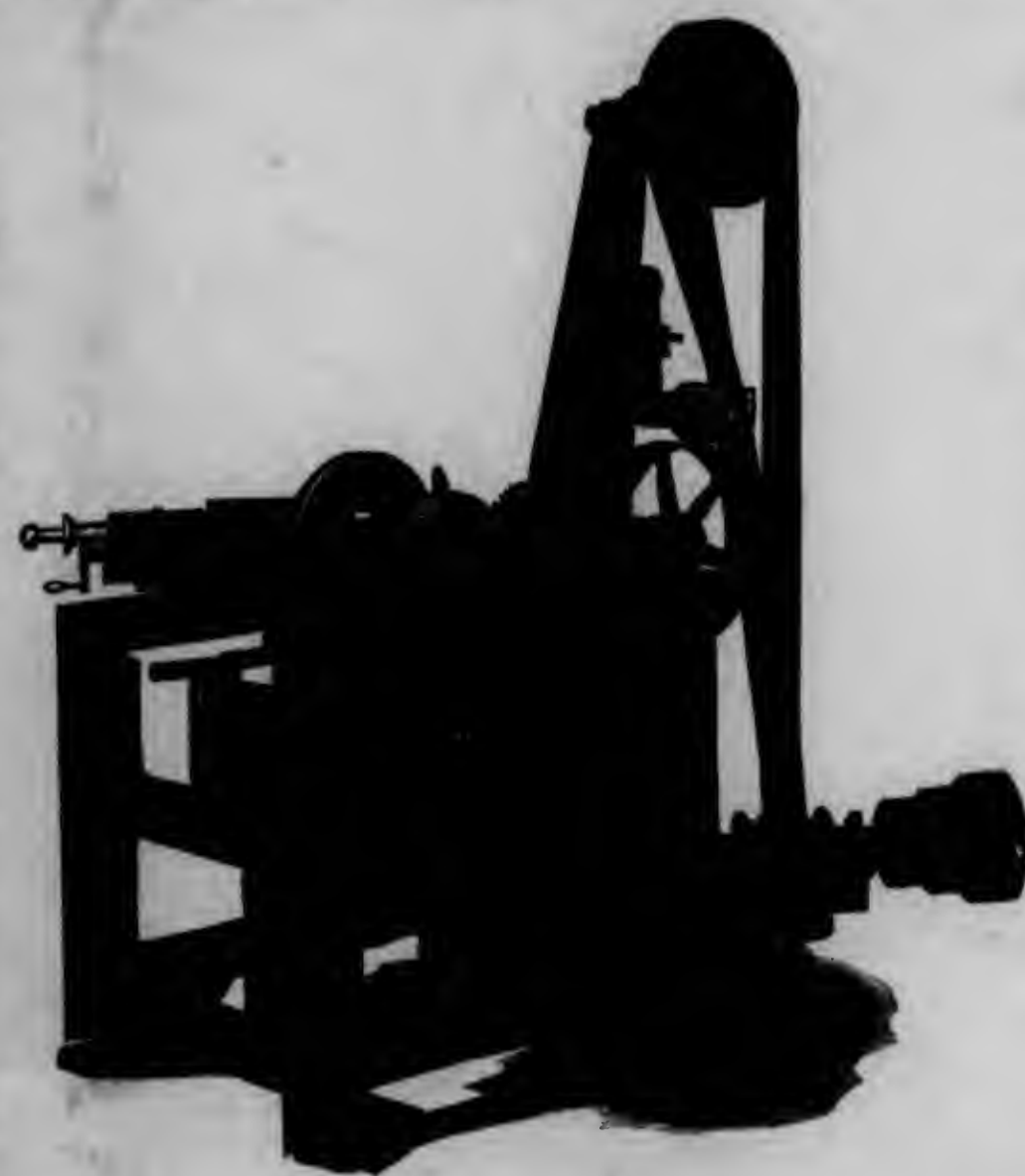


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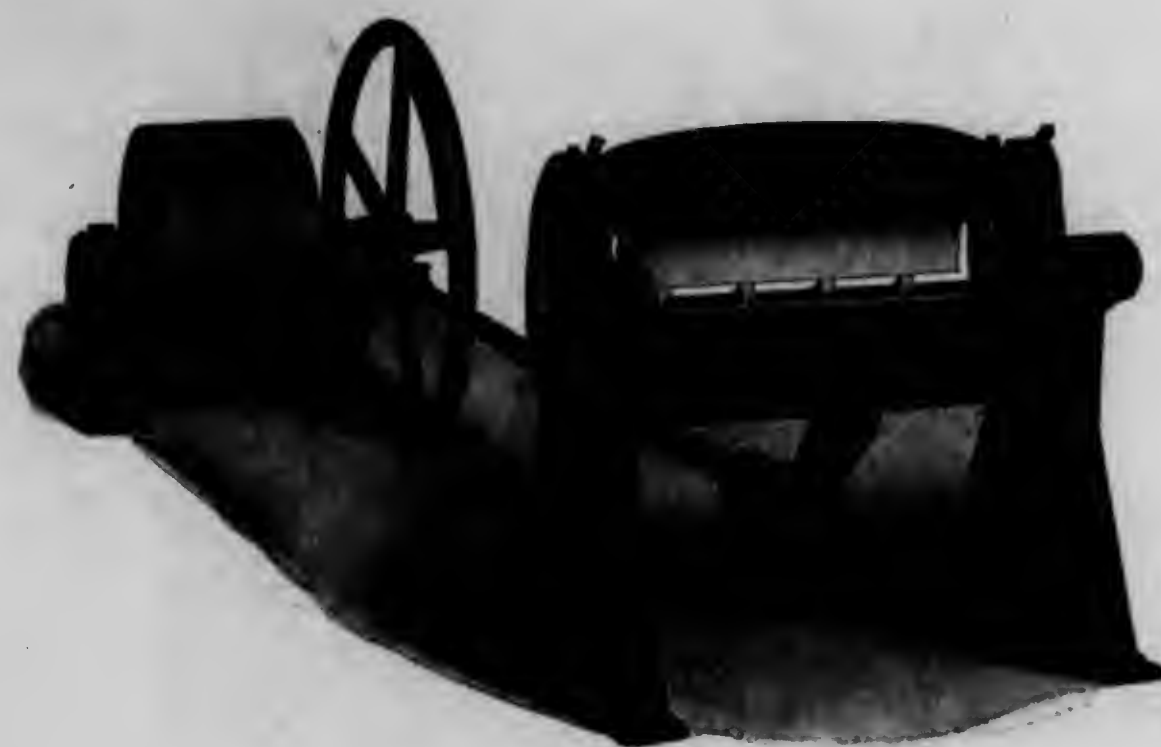
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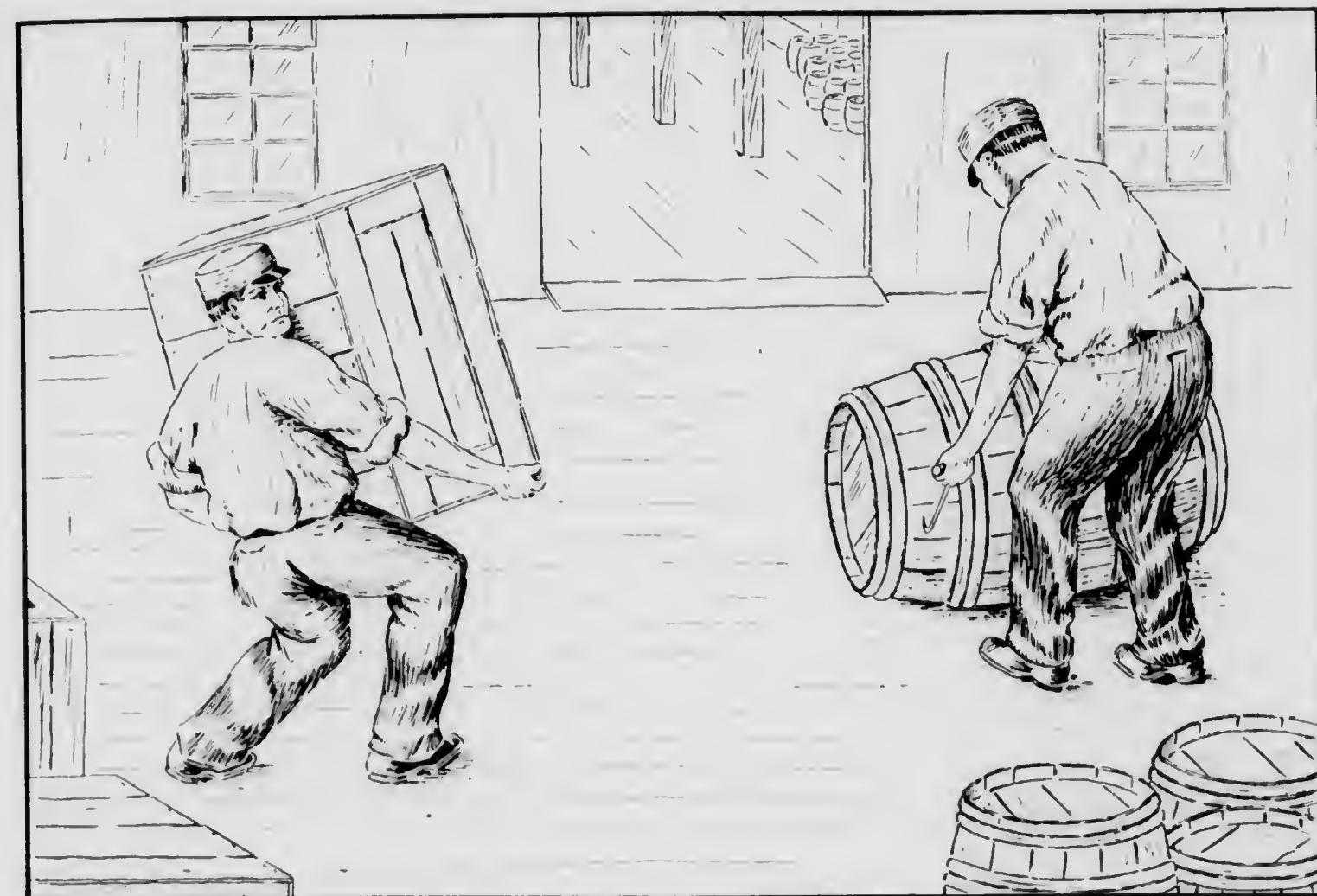
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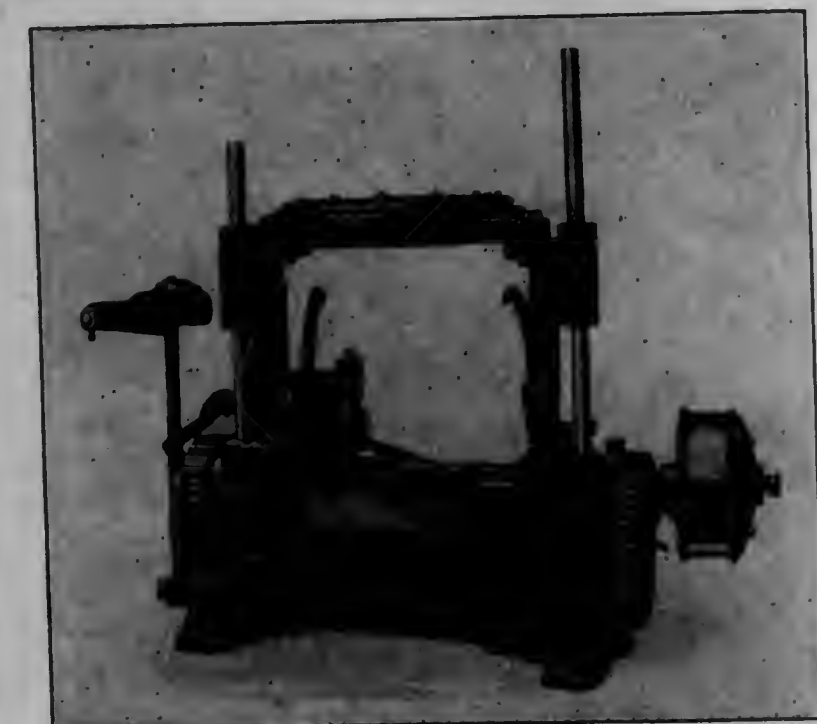
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**The Barrel
"Merrily Rolls Along"**

The Box is Handled Awkwardly
and at a Much Greater
Expense

The NATIONAL MANUFACTURING COMPANY of Detroit
sells "The Best Stock" for all kinds of barrels, which
has pleased its trade for the past twenty-six years.

**Speed-Durability-Efficiency**

are the three outstanding features of our

HEADING-UP MACHINE

FOR TIGHT BARRELS

Operates with

MINIMUM OF POWER and MAXIMUM OF EFFICIENCY

Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—size optional with purchaser. Additional sizes furnished at nominal cost. Head changes made in 10 minutes.

Capacity, 700 to 1000 barrels daily

We will be glad to send you descriptive literature

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**TREVOR
Manufacturing Company**
LOCKPORT, N. Y.

The Latest Improved Machinery

for
Barrels Kegs
Staves Pails
Heading Drums
Hoops Cheese Boxes

Complete Plants
from the log to the barrel

Trevor Patent
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Travmas Hoop Machine—saws, polats and laps.



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Tight and Black Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 200 pounds weight. We manufacture machinery for sawing, jointing, planing and creating, staves for sawing, jointing, dovetailing, planing and electric bending.

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Scrap Machinery invented before the Civil War and install a Gerlach Outfit that will make Tight barrels that are tight, from any strong, non-porous timber.

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barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with. Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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MODERN BOXBOARD MACHINERY**

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Columbus, Winter and Leonard Streets
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**"GENUINE"
HILL STEAM DOGS**

Used for holding logs while being cut with Drag Saw or other cut-off machine.

Belt-Driven Dogs can be supplied if steam is not available.

"Genuine" Hill Steam Dogs and Drag Saws are standard equipment in every modern American Cutting-Up plant.

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SAW MILL AND WOOD CUTTING MACHINERY
OF EVERY TYPE AND SIZE
KALAMAZOO MICHIGAN

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Complete Plants
from the log to the barrel



Trautman Hoop Machine—saws, points and laps.



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and Prices

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Chatham, Ontario, Canada

STOCK FOR
Sugar, Flour, Salt,
Cement, Lime, Fruit
and all kinds of
Packing Barrels

Alcohol, Wine, Oil,
Syrup, Fish, Olives,
and all kinds of
Casks or Barrels for
Liquids.

Staves Hoops Heading Liners

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We make a specialty
of High Grade Stock
for both Domestic
and Export Trade.

We have a number of cars
of choice Millrun 28½"
mixed Hardwood Staves,
principally Black Ash,
thoroughly seasoned,
ready for immediate ship-
ment, and will be pleased
to receive inquiries for
same. This is all choice
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Any Kind, for Any Purpose

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BARRELS
CASKS
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Cars Straight, Matched or Mixed

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Thirty years of
Quality pro-
duction is the
foundation up-
on which our
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BUYERS AND SELLERS OF

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Promptness is our Motto

GOOD STOCK is what we want to buy
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ALABAMA PINE HEADING Barrels & Shooks

*BUY and SELL
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Stock Guaranteed

PRICES ALWAYS RIGHT

New Hampshire Stave & Heading Mill

MANUFACTURERS OF

SLACK HARDWOOD COOPERAGE

We are now equipped to furnish
crozed staves in various lengths

Mills: North Stratford, N. H.

Sales Office: 79 Wall Street, New York, N. Y.

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest dependable goods.

We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

Slack Cooperage Stock STAVES—HOOPS—HEADING


Staves from 24 inches to 48 inches

Hoops all Lengths



Heading all Diameters

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WARRIOR HEADS

means PINE HEADING properly made from Southern Pine by men who know how

Powell Cooperage Co.
Cooperage Stock
MEMPHIS :: TENNESSEE

Any size Heading from 12 inches to 24 inches

Buy With Assurance

When you place your order with us you are assured of a quality of

Slack Barrel Staves Hoops and Heading

that is the result of select timber and years of manufacturing experience. Back of this is the service that an efficient and smooth working organization can give.

Let us quote on, or fill your next order whether it be for straight, mixed or matched shipments.

Quotations promptly supplied

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General Sales Offices
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All grades guaranteed to be strictly in accordance with rules of the Associated Cooperage Industries of which we are a member.

STAVES HOOPS HEADING LINERS

CARS

*Straight, Matched
or Mixed*

Do You Appreciate Quality In SLACK COOPERAGE STOCK?

We are equipped in material, mills and men to meet your most exacting requirements in the matter of Quality Stock and Service.

We insist, and every shipment proves, that our product is "The Stock That Sets the Standard."

Mills North
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WYLIE & WILSON, Inc., SAGINAW, MICHIGAN

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

The National Coopers' Journal

THIRTY-NINTH
YEAR

PHILADELPHIA, AUGUST, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 4.

New Orleans Reports Cooperage Industry Unanimously Agreed That Trade Prospects Are Good, With Fall Business Opening September First

It is interesting and often puzzling to watch the fluctuations of the cooperage trade. Sometimes the larger shops seem to be getting all the trade, and the smaller shops look as though they were about to be frozen out, and then, again, all the business in sight is made up of a multitude of small orders that go to the small shops, while the big shops can not get enough to keep them going, so whether you say business is good or bad, you will always find some one who will contradict you. Right now it is hard to get a unanimous verdict, except on one point, and that is that prospects are good, and that salesmen are looking many good orders for shipment as soon as the season opens again, that is, after September 1st.

Vegetable Shipping Season Broke All Records

After a vegetable shipping season that broke all records, and a period of general activity that lasted far longer than could have been expected, business in all lines of cooperage has slowed down, and the late-summer dullness has settled upon the trade.

Barrel-Using Industries Are Resting

Little or nothing is ever done at the sugar mills at this season, and so the demand for sugar barrels is down near the zero mark. The cotton-oil mills, having finished their season's work, are closed down for repairs preparatory to receiving the new crop of seed, and so there is no call for containers for their products. This is the closed season for shrimp, and it is not the right time for fishing, so the fishermen are using no packages. Of course, the big petroleum refiners are doing business as usual, but they are making their own cooperage when they choose to do so, or using tin barrels whenever they happen to prefer them, so that the regular shops are not in it with them in any case. Even the bootleggers have discarded cooperage, and are handling their goods in bottles packed in sacks of sawdust.

Cooperage Industry Has Advanced

Under these conditions, business is dull, but in this instance the dullness is not likely to extend over a period of more than six weeks, possibly two months, while in former times the dull season here lasted six months at the very least; so, after all, the cooperage trade shows a marked advance over what it has been.

Paper Containers Never Competitors of Barrel

The greatest activity to be found in the package industry just at present is among the makers of paper boxes. Two of our important concerns in this line have recently been merged into one. The Union Paper Products Co., Inc., capitalized at \$300,000, and the New Orleans Corrugated Fiber Box Co., Inc., capitalized at \$125,000, have united their forces, and will operate but one factory. This will be under the name of the New Orleans Corrugated Box Company.

There are many other evidences that the paper box industry is flourishing, and this style of package is certainly a success in its place, but its field, though large, has its limits, and it can never be regarded as a rival or competitor of the barrel.

"Quality" Barrels Hold the Barrel Field Secure

There are certain products for which the barrel is the only possible container, and there are other products that may be shipped either in a barrel or in some substitute package. The trade should take good care that barrels only are used for the former, and as many barrels as possible for the latter class. Substitute packages should be kept out of the field that properly belongs to the barrel, and the way to do this is by making better barrels.

Culling and Re-Grading Should Be Done at Mill

That is what coopers in this section have been doing lately, and as a rule they have been receiving good materials to work with. However, it happens now and then that some mill man, remembering that this city used to be the dumping ground for all kinds of stuff that could not be sold elsewhere, thinks that it is that way yet, and ships in some stock that ought to

have been sent to the furnace. It don't pay to do this. Everybody knows what it takes to make a barrel, and if there is any culling or re-grading to be done it ought to be done at the mill. It is too expensive to have it done down here.

Economy in the Cooper Shop

The man who sets up barrels in a shop has to work pretty fast, and it delays him to have to keep stopping and examining staves to see whether or not they are worth putting in, and whenever he puts in a stave that breaks while it is being trussed, it delays the game about fifteen cents' worth. To delay a shop to the extent of fifteen cents by trying to use a stave that originally cost a trifle more than one cent is poor economy.

Lost Time Means Lost Money

Watch the efforts of the men in a machine cooperage shop to work warped staves. Time them carefully, and see just how much every warped stave will hold back the work of the entire shop. Then you will understand that although a cooper may not reject a car of staves on account of warp he is not likely to come back with another order.

Selling and Working Cull Stock to Advantage

With the present high prices and the growing scarcity of timber it would be hard on the mill man to ask him to throw more of his stuff into the woodpile. That is hardly necessary, for many mills are now culling out stuff that could be worked to advantage in a hand shop where low-grade barrels are made.

Why Not a Third Grade Stave?

Why not make a third grade of staves especially adapted to the fish, oyster and "saled" barrel trade, but not to be offered to the shops that make barrels by machinery?

The Wooden Barrel and the Oil Trade

When reading about an oil well producing ten thousand barrels a day, do you ever absent-mindedly wonder where they buy their cooperage? Oil refiners make and use many barrels, but oil wells use the barrel only as a standard of measurement, and not as a container. In some other lines the barrel is used as a standard of measurement for products that never go into a barrel. Sand and shells are reported and invoiced by the barrel, though they never go into any other container other than a lake barge or motor truck.

Concrete Trade Abandons Barrel as Unit of Measurement

The concrete trade has abandoned the barrel as a unit of measurement. They regard the sack as the universal container, and now use it as the unit in invoicing. They are making a serious mistake in abandoning the barrel entirely, but still, if they persist in using sacks as their exclusive package, they are right in taking the sack as their standard of measurement. It is confusing to hear people talk about countless thousands of barrels where no barrels are used.

Lucas E. Moore Finds European Business Poor

Lucas E. Moore has returned from an extended trip abroad, on which he visited all the principal markets, and found business poor, on account of the monetary situation, though he believes that conditions will ultimately return to normal.

Mr. Moore is certainly correct, for conditions will, no doubt, return to normal, but that will not be in the near future. Business with Europe is now poor, and is likely to stay so for some time to come, and it would be idle to build largely on the hopes of an early return to normalcy. Even Spain, always New Orleans' best foreign buyer, is sending in but few orders now.

Latin America Best Foreign Outlet for Cooperage

The only chance for a foreign outlet for stock and cooperage now is to be found in Latin America, and this is the dull season in those countries, though rumors are afloat of large orders from Cuba and Mexico that will be placed soon.

LOUISIANA SUPREME COURT HOLDS SEVERANCE TAX NOT INTERFERENCE WITH INTERSTATE COMMERCE

On June 30th, the Supreme Court of Louisiana handed down a decision in the case of D. F. Turner, tax collector, vs. Litcher & Moore Lumber Company, appealed from the 12th judicial district, parish of Vernon, involving the validity of the severance license tax law of the State. As heretofore stated, the former decision of the court in the oil case disposed of the general question of the constitutionality of the severance tax law in general, and the only question argued on the appeal was as to whether or not, under the special facts of the case, it was an interference with interstate commerce, the decision being adverse to the lumber company on that point. The opinion, which was written by Justice St. Paul, is as follows:

Opinion of the Supreme Court

"This is an action to collect a license from defendant under act 31 of 1920, levying a license upon all persons engaged in the business of severing natural resources from the soil or water, including all forms of timber, turpentine and other forest products. Defendant is engaged in the business of cutting timber from its own lands in Vernon parish, the logs being put at once on its own tramways, by which they are taken to the Sabine River, and thence by barge to its own mills at Orange, Texas, at which place it is manufactured into lumber and thence sold and transported to other States and foreign countries.

"The contention of the defendant is that such a license is, as to them, a tax on interstate and foreign commerce, and hence void. It relies on Champlain R. R. Co. vs. Town of Brattleboro, U. S., 67 Law Ed. 165, but that case is not apposite. There the town attempted to levy a property tax, as upon property within its jurisdiction, on certain cordwood actually moving from a town in Vermont above the town of Brattleboro, to Hinsdale, in the State of New Hampshire, but detained temporarily at Brattleboro on account of the conditions (ice and high water) in the river down which it was being floated to destination. The Supreme Court held that such a tax was a tax on interstate commerce, saying:

"The interstate commerce clause of the constitution does not give immunity to movable property from local taxation which is not discriminative, unless it is in actual continuous transit in interstate commerce. When it is shipped by a common carrier, in the course of such uninterrupted journey it is clearly immune. The doubt arises when there are interruptions in the journey, and when the property in its transportation is under complete control of the owner during the passage. If the interruptions are only to promote the safe, convenient transit, then the continuity of the interstate trip is not broken."

The Case in Question

"In the case before us we are not dealing with a tax paid upon property already launched in interstate commerce. The license is laid upon the act of severing trees from the soil, and accrues immediately the log is cut, and hence before the log enters interstate commerce. For the tree must be cut before the transportation can begin, so that the tax has already accrued before the interstate commerce begins. A case more directly in point, in fact on all fours with and conclusive of this case, is the still later case of Oliver Iron Mining Co. vs. Lord, et al., U. S., 67 Law Ed. 573, wherein the Court held (as head-line of Law Ed.):

"The mining of iron ore is not interstate commerce so as to be free from local taxation, although practically all of the product of the mine is immediately shipped out of the State in cars which are run to the mines and loaded from pockets into which the underground ore has been elevated by steam shovels directly from open pits. And again:

"A tax laid upon the business of mining ore is not an invalid interference with interstate commerce, although the ore severed is loaded immediately upon cars to be shipped out of the State."

"We think the holding in that case decisive of the case at bar. The judgment appealed from is therefore affirmed."

Louisville Reports Continued Demand For Kegs With Some Plants Running Full and Booked Ahead On Orders

Demand continues very good for all lines of cooperage, according to the trade in Louisville. Production of kegs is heavy, and some mills are at full capacity, with orders in hand to carry them for some months. This would indicate that the tight cooperage plants prepared for a large keg output are sitting pretty and should be in good shape, if it were not for labor troubles and difficulty in securing stocks of raw material.

The labor situation, which has been a mean one all spring, due to heavy demand for men, high wages and full employment, has been made worse the past few weeks by abnormally hot weather for Louisville. As one cooper put it: "It's nothing unusual to have a week or ten days of hot weather, but with week after week of roasting weather, the condition is decidedly abnormal here, and we can not much blame labor for being peevish, lazy and indifferent." Reports indicate that there are very few days in which the cooperage plant has its full labor quota. Men are working two or three days and laying off the balance of the week. They come when they feel like it and stay home in the same way, which makes it decidedly hard to gauge production, or supply finished material on orders.

As to Stock Production

In the South there has been more rain and, consequently, more time lost due to high water and bad logging conditions, along with high-priced and scarce labor. Production of staves and heading continues quite light, figuring from the standpoint of what capacity would be if the mills were able to run on a full-time basis.

Prices over the month have shown no change either in stock or in packages. Keg demand, even at the higher prices effective July 1st, has continued strong, and the larger kegs are being made on the barrel lines wherever possible, as most plants are short of capacity in the keg departments.

The Tight Barrel Market

The barrel market shows red oak oil barrels at \$2.85 for 45-gallon sizes, and white oak at \$3; plain spirit barrels, \$5, and charred spirit at \$5.50 in 50-gallon sizes. The 55-gallon gum barrel is \$2.35. Red and white oak oil barrels in 50-gallon sizes are quoted at the same prices at which the 45's are sold.

The Tight Stock Market

Tight stock prices show no change. Spirit staves are reported at around \$120a\$125 a thousand, at mill points; inch heading, \$1.50 a set; three-quarter-inch heading, \$1 a set; white oak oil staves, \$75 a thousand; red oak, \$55a\$60; gum, \$45a\$50; white oak, circled heading, 45 cents a set; red oak, 40c; gum, 30c; jointed gum staves, 80c a set.

The Slack Barrel Market

Slack barrel prices continue firm, but a higher market is anticipated if the apple crop demand proves as big as is promised, as stock is not overly plentiful, at the same time showing signs of getting ready for an advance. Flour barrels are quoted at 80ca85c; sugar, 90ca\$1; one-head produce, 60c; two-head produce, 65c; poultry, 70ca80c; No. 2 stock, sugar-sized produce, 70ca75c.

The Slack Stock Market

Slack stock prices show No. 1 gum staves at \$14a\$16 a thousand; No. 2, \$10a\$12, and mill run, \$11a\$13, in either 28½ or 30-inch lengths. Heading prices show flour sizes 15 cents a set for No. 1; sugar sizes, 17ca18c; with mill run at one cent under these prices, and No. 2 heading, 3 cents less. Six-foot elm hoops are in better supply and at lower prices, of around \$20a\$25 a thousand.

Slack Barrel Demand Is Good

The slack barrel outlook is quite good. During the month there has been a fair demand for new barrels for moving potatoes in car lots and demand for used barrels for such shipments has gone a long way toward cleaning up the local stocks of used barrels. This fact will later result in better buying of new stock. The flour mills are starting to run on new wheat after a lay-off of two or three weeks while waiting for wheat to move from the farm. The apple barrel outlook is conceded to be the best in years, and there are some inquiries and a few orders coming in now, as a few buyers are not taking any chances on not having barrels when they need them.

Demand for Tight Barrels Is General

Tight package movement has been general, but the pickle and vinegar interests are among the best buyers. There is a good movement of small sizes in both plain and charred kegs, many of which will probably figure in the effort to show old man Volstead that the people of America are not in the camel class. The paint and varnish trades are having a big year, while the petroleum products interests are buying some cooperage.

Modifications In Cider Regulations Should Boost Cooperage Demand

Indications are that demand will continue quite good over the next sixty to ninety days, and probably into late October or early November. With modifications announced in cider packing regulations, there should be an increased demand for packages from that source, in view of the big apple crop, and the prospects of apples being too cheap to be worth shipping in some communities, where grade is not exceptionally good.

Whiskey Barrels Being Emptied

As a result of concentration of whiskey stocks in Louisville from distilleries in various sections of the State, there are more barrels being emptied here in connection with bottling of bonded whiskey, resulting in a larger supply of fresh whiskey barrels on this market. However, local barrel brokers for years have bought up the empties at distillery points and many of them were sold here, although they were frequently shipped in car lots direct from distillery to scattered points in the central States, where they were used for numerous purposes.

Cooperage Trade Is Hopeful of Favorable Transportation Conditions

The cooperage trade is hoping for late crop movements on the late crops, as this will enable them to fill their orders before there is much shortage of cars, or congestion at terminal points. In spite of the fact that car loadings have been very heavy, there hasn't been much traffic delay of late, cars being in good supply, with movement rapid as a whole. However, railroad and traffic men are predicting trouble this fall and winter. Right now coal is moving very slowly, which will probably result in heavy movement in the fall and winter. Not more than 30 to 40 per cent. of the mines in the State are reported as working right now. Mine prices are low and mines are closing due to low prices and lack of business. However, retailers are asking margins of from \$3 to \$3.75 a ton in Louisville and probably in most cities, resulting in very small movement to domestic consumers, who are refusing to pay the fancy prices that are asked. If the traffic situation remains good over the next ninety days the tight barrel trade, as well as the big slack barrel users, will be well supplied.

Personal and Trade Notes of Special Interest

Paul Dysart, Jr., manager of the Louisville branch of the J. D. Hollingshead Co., Louisville, left the city on July 21st, for Keokuk, Ia., where he plans to spend ten days or two weeks. He was accompanied on the trip by Mrs. Dysart. Keokuk is Mr. Dysart's old hometown.

J. R. Williams, sales manager for the Chess & Wyndom Co., left Louisville the middle of July, for Nashville, Tenn., where he became active in the sales department of the G. I. Frazier Co. Mr. Williams has been well-known to the cooperage trade for a good many years and has been a steady fighter for the wooden barrel.

The Louisville Cooperage Co., while not rushed, is comfortably busy, especially in its keg departments. The company has been producing a fair quantity of stock in its eastern Kentucky operations, but has met with considerable delay due to rain in the South. The Chess & Wyndom Co. is operating nicely in its keg department, but could use more and steadier labor. This company is producing a fair volume of keg stock in its new mills in eastern Kentucky, but like other southern producers, can not depend greatly on Louisiana production.

A small fire recently breaking out in the Gambrinus Cooperage Co. plant, operated by Phil Sengel & Son, caused a loss of about \$1,000.

COOPERAGE PLANT HAS FIRE

Fire, due to spontaneous combustion, caused \$10,000 damage to the plant of the William F. Taylor Barrel Co., Newark, N. J.

ARKANSAS STAVE MANUFACTURERS ARE RUNNING FULL CAPACITY

During the past few months general prosperity has been the business order in and around Parkin, Ark. The Northern Ohio Cooperage & Lumber Company, of Parkin, of which H. L. Coldren is owner and manager, manufactured and sold 34 cars of staves and 46 cars of lumber during June, the total value of which approximated \$50,000. They made even greater progress during July despite the heavy rains in that section. The Northern Ohio Cooperage & Lumber Co. is the largest stave and lumber company in operation in its vicinity, employing over 200 men and having a pay roll of over \$3,000 a week. When running in full capacity The Northern Ohio Cooperage & Lumber Co. will produce approximately 1,000,000 feet of rough lumber and 2,000,000 staves a month, valued at about \$75,000.

HEAVY PACKING OF BERRIES IN BARRELS

More than 30,000 barrels of fruit, largely strawberries, have been packed on the docks of the port of Seattle, Wash., during the months of June and July, according to estimates of the berry growers, who have promoted this comparatively new Seattle industry.

Two years ago, the idea of packing soft fruit in barrels, without cooking it, using two parts fruit and one part sugar, was advanced and that year about 2,000 barrels were put up. In 1922, so great was the demand for this fruit that more than 20,000 barrels were packed on the port terminals. This record will be broken in 1923 by more than 50 per cent., it is estimated.

ARE BUILDING NEW STAVE MILL

The E. Sondheimer Company, Memphis, Tenn., which is now celebrating its fiftieth, or golden, anniversary, having been founded at Cincinnati, Ohio, in 1873, is seeking an increase in its capitalization from \$100,000 to \$1,500,000, according to announcement of Charles C. Dickinson, second vice-president and general manager. The company does not propose any expansion in its own operations but it is building a second stave mill in Avoyelles Parish, La., through the Tensas Cooperage Company, a subsidiary corporation, that will bring the output of the latter to 45,000,000 staves a year.

SALMON RUN GOOD FOR COOPERAGE TRADE

According to report from Seattle, Washington, under date of July 4th, king salmon are already running in southeastern Alaska, and canneries at Cordova and Juneau have started the seasonal pack. By July 5th the entire industry, employing several hundred ships, 15,000 men, and operating 130 canneries in Alaska will be under capacity headway. Packers are hoping for a pack that will meet domestic and foreign requirements.

MOBILE PORT HAS BIG EXPORT RECORD

The value of exports passing through the port of Mobile, Ala., is estimated at \$30,000,000 for the year ended June 30, 1923. The actual value for the first eleven months was 28,912,049. The total for the twelve months is predicted as being between \$4,500,000 and \$5,000,000 more than the exports for the previous twelve months.

HEADING MILL CONVERTED TO MAKE HANDLES

Miller & Lucas, of Sikeston, Mo., have leased the old heading mill of the Ozark Cooperage Company at Kuttawa, Ky., and will rearrange the plant into one for the manufacture of handles. Both Mr. Miller and Mr. Lucas are now at Kuttawa having the changes made.

WILL MANUFACTURE WOOD PRODUCTS

Canadian Wood Products, Limited, Sherbrooke, P.Q., is a new company recently organized to manufacture and deal in lumber, veneers, and all kinds of wood products. Capital, \$95,000. Two of the incorporators are Ernest Sylvester and Ormond C. Crepeau, both of Sherbrooke.

CASK MAKERS SHOULD HAVE A "WHALE" OF A TRADE

Thus far this season thirty-seven sperm whales have been caught off the coast of Washington, a greater number than in average years. Whaling vessels report a great school out from Grays Harbor, says a recent report from Portland, Oregon.

COOPERAGE AND THE VINEGAR TRADE

Report to *The Packer*, from Rochester, N. Y., under date of July 20th, says:

"The vinegar market is weak. Prices have shown a decided downward tendency in some quarters in the last two or three weeks, with a good deal of uncertainty on the outlook. There are some new factors in the situation, so that all in all it appears to be about anybody's guess on what is ahead.

"However, there is by no means unanimity on prospects. Some of the larger producers of vinegar direct from fresh apple juice are sitting tight and refuse to be influenced by the lower trend of prices. The argument put forward by them is a lighter crop of apples in prospect in the district than was ordinarily forecast, with the result that production of cider will be proportionately small. Then, too, the pickle season is at hand when firm prices are to be expected.

"The real weakness appears to be among the smaller producers, who, less certain of their position than some of the larger and more experienced producers, are selling pure cider vinegar at 14 cents a gallon for 40-grain and 15 cents for 45-grain. When it is considered that the cooperage costs six cents per gallon, it appears doubtful to some if the vinegar can be produced again at that price. Certain it is that the vinegar now moving costs the producers above the range indicated.

"There is still plenty of rumor centering around the recent fight between the so-called pure cider vinegar makers, producing direct from fresh cider, and the manufacturers who produced their vinegar from waste, and by-product of the evaporator. While the 'waste' vinegar makers established their right to use of the brand, 'Pure Cider Vinegar,' or allied term, within the limits of New York State by decision of the State Court of Appeals and in the Sixth Federal Circuit by decision of the United States Circuit Court of Appeals, the territories affected by the decisions are after all relatively small.

"It is now rumored that some of the waste vinegar makers are shipping their product, without much reference to the limitations of the decisions. If this is true it is a further reason why there is a considerable upset in the market with some producers inclined to make bargain prices. It needs no explanation here and now that the waste vinegar makers can undersell the producers direct from apple juice. Just what will be the outcome of it all, if there are no restrictions in branding and shipping waste vinegar is, of course, a matter for speculation, but the guess of some is that manufacturers direct from fresh cider would have trouble in meeting the competition."

EXPORT OF WHEAT WILL BE HEAVY

Fifty million bushels of wheat are expected to be exported from Portland, Oregon, during the current year. To carry this volume of grain to domestic and foreign markets will require a mammoth fleet of full charter vessels in addition to package shipments which will be made on regular line steamships.

NEW JERSEY POTATO CROP AFFECTED BY DROUGHT

Drought has reduced the early potato crop in New Jersey by 6,000 cars from the bumper yield in 1922. The yield is running as low as ten barrels to the acre.

MAKES ARTIFICIAL WOOD

By using a mixture of 50 per cent. sawdust with chalk and chemicals and subjecting these to a very heavy pressure, a scientist of the Kullelund, according to report from Christiana, Norway, says he has succeeded in making artificial wood possessing all the qualities of genuine timber and as hard as oak.

CEMENT ORDERS ARE HEAVY

The Pennsylvania Cement Works, at Bath, Pa., is installing additional machinery. Orders for cement are heavy.

LIME COMPANY ORGANIZES

Lime manufacturing is planned by the Marion County Lime Company, Ocala, Fla., which has been chartered with E. F. Fitch, president, and Jack Camp, secretary. The capital stock is \$250,000.

WILL MAKE WOODENWARE

D. Kemp Edwards, Limited, located temporarily on Mariposa Avenue, Rockcliffe, Ottawa, is a new firm recently formed, with a capital of \$150,000, to manufacture and deal in all kinds of woodenware products. David Kemp Edwards is the principal incorporator.

BUFFALO COOPERAGE MARKET

The slack cooperage market is quiet, and there is little doing in the flour business, on which coopers chiefly depend at this season. The recent slump in the wheat market has had a bad effect upon flour demand, and buyers do not have confidence that flour is cheap enough to lay in in quantity. Nor is the export demand as good as it was. Until this improves the outlook for flour mills is not regarded as at all bright. One leading mill representative here says that the country has about three times too much milling capacity and that it is going to be a case of the survival of the fittest in the business.

It Is Always So, Still—

The outlook for the apple crop is uncertain. Some pessimists say that it is not going to turn out as well as expected. An observer for the *New York State Fruit Grower* takes recent government reports of a bumper apple crop with a grain of salt. The crop, he says, after inspecting western New York apple orchards, will not be as big as last year. Baldwins will fruit well, while Northern Spies are somewhat shy and Greenings noticeably so. Many orchards of fall apples, which bore well last year, have a fair crop again this season. The condition of the crop is not as good as last year, being affected by scab or fungus, curculio and leaf roller. It looks as if clean apples would be at a premium.

As to Ruling Stock Prices

Most stave prices are a little lower than a month ago, while hoops have had unusually big decline, with heading a shade firmer. Those who laid in hoops at recent prices will be likely to take quite a loss, although the hoop trade is more or less nominal and with a good demand prices would no doubt go up again. Stock quotations, as of July 20th, are as follows:

No. 1, 30-inch elm staves	.....\$18.00@18.50
No. 2, 30-inch gum staves	.....13.50@14.00
No. 1, 30-inch gum staves	.....17.50@18.00
No. 1, 28½-inch elm staves	.....17.50@18.00
No. 1, 28½-inch gum staves	.....17.00@17.50
No. 2, 28½-inch gum staves	.....14.00@14.50
Mill run, 28½-inch gum staves, fruit	.....14.00@14.50
Six-foot hoops; six-foot-nine hoops	.....23.00@24.00
No. 1, 19½-inch basswood heading	.....18@18½c
No. 1, 19½-inch gum heading	.....18@18½c
No. 1, 17½-inch basswood heading	.....16½@17c
No. 1, 17½-inch gum heading	.....16½@17c

The wooden hoop is getting a hard run from metal hoops. Observers say they notice many more metal-hooped barrels than formerly.

Converting Breweries

The passing of the old-time brewery continues to be a feature in the news. Two items in one day's paper illustrate this evolution. One says: "The old McKeech brewery in Canandaigua has been converted into a cold storage warehouse." The other says: "Three Buffalo breweries have been offered for sale—the Buffalo Brewing Co., owned by the Mohawk Products Co.; the Broadway Brewing Co., and the Phoenix Brewing Co."

Two of these Buffalo breweries have been shut down for two to three years, while the other was manufacturing soft drinks until last December. Only two or three of the old-time breweries here are now manufacturing soft drinks.

Waiting for Cold Storage Space

A recent report from Albion, N. Y., stated that all the cold storages there were booked to full capacity for fruit, and that thousands of barrels were on the waiting list.

Apropos the Canadian Cooperage Co.

Canadian papers announce a meeting of the bondholders of the Canadian Cooperage Co., at the office of the Royal Trust Co., Montreal, for the purpose of considering and, if deemed advisable, of ratifying and confirming the action of the trustee in proceeding under provisions of a trust deed for protection of the bondholders.

With the Tight Cooperage Trade

A member of the tight cooperage trade says that there is little or no demand for barrels at present. The supply offered is considerably larger than the demand and manufacturers are looking for shipping directions. Prices on vinegar barrels are \$2.75 for gum, \$3 for red oak and \$3.25 for white oak.

ADEQUATE CREDIT AID TO CROP MOVEMENTS

Seasonal requirements for credits to move crops and to finance all other phases of the harvest find the national banking system in an unusually strong situation, the Federal Reserve Board, Washington, declared July 20th, in an official review. While the volume of Reserve Bank credit is about the same as last year, the analysis showed the volume of member bank credit is considerably greater and "there is greater liquidity of outstanding bank loans."

"Payment of accumulated indebtedness in the agricultural districts has largely restored the liquidity of rural banks," the board said, "and recent increase in their loans to customers and in their borrowings from Reserve Banks reflects growth in current business."

Taking the country as a whole, the review said the principal banking development of the fiscal year had been the rapid increase in loans which were chiefly for commercial purposes. Total loans and investments of member banks showed a gross increase of nearly \$1,300,000,000, two-thirds of which occurred in the last half of the fiscal year.

HAMPERS FOR PEPPERS—WHY NOT BARRELS?

The plant of the Hammond Box & Veneer Company, Hammond, La., has been working day and night shifts for some time past in an effort to keep up with the demand for hampers for use in shipping the immense bell pepper crop in the Ponchatoula section. The company also has many orders for other varieties of wooden packages for the movement of fruits and vegetables from that section.

AFTER THE PACKERS IN BUENOS AIRES

Commenting editorially upon the purchase by the government of the province of Buenos Aires of the big meat-packing plant, *Frigorifice Anglo-Sud Americano la Nacion*, Buenos Aires, Argentine, says that the government's aim is to possess a weapon with which to thwart the monopoly exercised by a group of packing companies.

WILL ERECT BIG CEMENT FACTORY

The Trinity Portland Cement Company of Dallas, Texas, has purchased a 602-acre site at Fort Worth and will erect a cement factory with daily capacity of 2,500 barrels. The new plant will be completed in a year. The local factory has capacity of 4,500 barrels daily.

COOPERAGE COMPANY INCORPORATES

The Louisiana Cooperage Co., of Delaware, has been incorporated with a capital stock of \$125,000. T. L. Croteau, Wilmington, Del., is one of the incorporators. The company will manufacture barrels and kegs.

FARMERS WILL RECEIVE FAIR PRICES FOR PRODUCTS

Indications are that farmers will receive fair prices for the products this fall, according to Dr. C. E. Laidl, of Cornell University, Utica, N. Y. Any prospective business depression with attendant low prices will not come soon enough to affect the 1923 crop, Dr. Laidl says.

MINNEAPOLIS WILL HAVE "MARKET WEEK"

Report from Minneapolis, Minn., says the week of August 6th has been set by Twin City wholesalers and jobbers as "Market Week," and 35,000 merchants in this territory will be invited to the cities to inspect stocks and take advantage of special sales in merchandise.

GASOLINE DEMAND CREATES BIG ORDERS FOR OIL REFINERIES

The Anderson Pritchard Oil Corporation, Oklahoma City, Okla., has contracted for the installation of a crude oil cracking plant at its refinery in Cyril, Okla., at a cost of between \$75,000 and \$100,000. The present refinery is operating at capacity due to large orders for gasoline.

WOODENWARE EXPORT COMPANY

The Woodenware Export Company, Wilmington, Del., has been incorporated with a capital stock of \$100,000, and the purpose is to manufacture spoons, etc., according to the charter. Robert M. Campbell, of New York, was the incorporator.

WILL MAKE STAVES

Davis & Kraternick have secured a lease in Washington, Ga., on a tract of land on which they will erect a mill for the production of staves. The plant will have a capacity of 10,000 staves daily. It is the intention to manufacture other wood products later on.

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RESTING EASY

This is the season when manufacturing concerns' and business houses are resting easy, owing to a slowing up in demand and it is well that it is so.

A short breathing spell in the "good old summer time" is not only a boon to the physical man, who is laboring against odds, but it has the saving grace of releasing the mental strain, which is so prone to grow exceeding tense and chafe unduly under a too heavy business or trade rush, during the time when that something in each and all of us is calling for a respite.

It is a wise business man, therefore, who knows when vacation time is at hand and, likewise, it is a healthy trade that gives said business man a chance to rest up and come back strong and fresh for the opening fall and coming winter's activities.

Trade dullness, characteristic of summer, has not been so noticeable with coöperage and coöperage stock manufacturers as it has with some other lines of industry, such slowing up as is reported being seasonal with the markets reporting.

Taken generally, conditions throughout the coöperage trade are most satisfactory with every indication that the fall business will be good, bringing a demand for both stock and barrels that will mean continuous and prosperous running of all plants and mills.

WHEN IT COMES TO OBSTACLES

The ability of coöperage stock men to overcome manufacturing obstacles is proverbial, but the first few months of 1923 have caused some tall "humping" on the part of most of our good stock friends in order to live up to this acquired reputation.

With floods, hurricanes, continued heavy roads, log shortage, labor irregularity, etc., the mill man has faced a fine demand market with handicapped manufacturing facilities.

Conditions, however, are straightening out to a great extent and while stock supplies will not be so plentiful as, maybe, all concerned will wish they were in order to satisfactorily care for the ruling demand, nevertheless, we feel confident that manufacturing activities will be such from now on as will insure the protection of the prosperous and profitable trade demand which the coming fall and winter months forecast.

Barrel men, tight and slack, have their eyes fixed on the fall demand for packages, when the heavy crops, now maturing, must be taken care of, and even in the face of the fear which some express, as to inability to handle orders, we are prone to believe that the proverbial good luck of the stock men will hold and that they will be able to surmount apparently insurmountable obstacles and come clear with the "satisfactory service" commendation stamping their 1923 business year.

BUSINESS PROSPERITY CONTINUES—ECONOMIC CONDITIONS WHICH TIME ALONE CAN ADJUST

No matter how long it has taken a person, a concern, a nation or world to get into an inharmonious state there are hordes of shallow thinkers who believe that there is a ready-to-hand panacea for every ill and an immediate "right-about-face" which will quickly adjust every seeming irregularity.

There are but few who relish the retraveling of a hard road or the laying out of a new course along which speed can be made but slowly, and yet this is what we have all been doing for the past few years and which we will have to continue doing until such time as those conditions with which we are now so unsuccessfully struggling will have righted themselves.

It will be remembered by all who have kept in touch with President Harding's administration that Mr. Harding has again and again rested back on the statement that certain conditions will right themselves if given time and this confident resting has been a bulwark of strength behind which our country has moved steadily along the return road to business prosperity.

The past month brought out many excellent statements from well-known students of economics on existing conditions, but none was more sanely couched or more intelligently set forth than the following, which appeared in a recent issue of the Philadelphia *Ledger*, and which dealt with the "Three Flaws in Our Present Prosperity." The *Ledger's* correspondent says:

"It will be admitted that there have been about two years of increasing business activity. The present business cycle began in June, 1921. The depression had spent its force at that time and the revival began and has continued since.

"I have been through prosperity and panic, depressions and recoveries; each period has had its peculiarities and each has been in many ways similar to the other. The present period is no exception. But its peculiarities are its own.

"For instance, this period has not shown us a complete degree of what we call prosperity at any time; there has always been something lacking in it. When at its best there has been a drawback. In former days prosperity always developed fear of a money panic. There would certainly come a shortage of currency if we progressed far enough. This time there has been no such fear. Nevertheless, there has always been some kind of an unseen restraint. I have asked a hundred business men if they felt it, and they always said they did, but none of them could do more than guess what it was.

"I have made my guesses, too. Perhaps they are foolish, but I now guess that there are three flaws in this present prosperity. The first is the price of farm products. There's nothing novel about that and nothing new. But it has got to be corrected, and it isn't going to be corrected by legislation or co-operation, or by holding back wheat or by the new credit banks or anything that has been or is being suggested. It is going to correct itself.

"The farmer has shown himself to be a poor business man on the average. Wherever one of them has not been a poor business man he has kept out of trouble. In this respect he is no different from the man who does business in other lines.

"If a grocer can't make money in canned goods, he handles only enough canned goods to satisfy the demand he must meet to sell things on which he can make a profit, but the Kansas farmer goes on raising wheat. Why doesn't he raise cantaloupes? I know a farmer who did just that and he has made more money off twenty acres this year than he has ever made before off his whole quarter section.

"I know another who turned his farm over to his son after thirty years of hard work. He was worn out and disgusted. The son is doing well. He went to an agricultural college, against his father's wishes, and he is a good business man and a trained farmer.

"The farmer doesn't have to overcome any more obstacles than any other business man. They are different, that's all. Any one who thinks the farm situation is to be changed by sending theorists to the Senate to fight industry and the railroads will have to guess again. The farmer's political representatives and his organization representatives will have to fight the farmer and his ways and his business methods. Other things will soon correct themselves, if these ways and methods are corrected.

"The second handicap to the present prosperity is the lack of balance in our foreign trade. At any rate, that is my guess. Of course, we have been doing business with foreign countries—good business. But we are not foreign traders and only a few of us are interested in it. We sell steel and oil and packing house products abroad and some specialties, but, mostly, the foreigners

buy our products. They always have. We don't go abroad and sell them much. They come here and buy. "We are still in the position of an empire open for exploitation, in the eyes of Europe. They talk of us and our products and our wealth as they talk of China. Now they are trying to get us to understand Europe's position and troubles. They are not trying to understand us. If Americans would spend money in exploiting Europe, Europe would have a better appreciation of us. The trouble is that we are not exploiters of countries abroad. There is too much to exploit at home.

"As a result, we have been influenced in our business prosperity by political conditions in Europe. I don't advocate exploitation of Europe or any other country. The point I am trying to make is that, in relation to foreign trade, we are passive. And this passivity has affected the degree of our prosperity, perhaps. And perhaps it hasn't made any difference. It may even be the better way. The chances are it will correct itself, just as the farmer's situation will correct itself.

"Europe has been through such things before and worked out of them. With no effort on our part, Europe's recovery will come and the rest of the world will recover at the same time. Probably it will come at a most unexpected time, like our upward movement in stocks, and then we will forget all about the things that were. Such a change in Europe may revivify and give our business prosperity a longer endurance.

"The third flaw in our prosperity, as I guess it, is the fear of legislation hostile to business—industry and transportation. Possibly the fear of it is too great. The reality may not be so bad. To me there is no phenomenon comparable to that of an enlightened people's setting out to destroy the sources of wealth and success. It may be, as some old philosopher said, that the pursuit of happiness is not the purpose of existence; it is the gaining of experience.

"Business men talk business and business conditions and problems, but it is often surprising how many of them look beyond "Pittsburgh plus" and the unfilled orders of the United States Steel Corporation for explanation of what is going on in the world."

"It is one thing to cry 'do! do!' and quite another to 'do' when the things needed to be done are so tremendous and so humanly impossible of accomplishment save as time brings the solution.

The need of the day is for a strong, steady, patient and all-together pull with each and all doing their full share, proclaiming the good and eschewing all that tends to retard, depress or harass us in our ongoing.

INDICATIONS ARE THAT FALL BUSINESS WILL BRING LARGER DEMAND WITH GENERAL TRADE BETTER, SAYS WALTER C. HARTMAN

At this writing we find ourselves almost at a loss to know what to say about the coöperage markets—the supply and demand and the possible future conditions—because prices are fluctuating so rapidly, principally declining during the last three weeks and conditions generally are very hard to read.

Everyone actively engaged in the coöperage business knows what has happened, and opinions vary as to whether the re-action is a good or bad thing for the business. From the average consumer's standpoint, the price reduction was necessary to keep the barrel in demand and the recession came just in time to save a lot of the business for summer and fall.

The manufacturer who has what would be called a good location and who can secure the raw material and labor at a reasonable price and meet the competition of other mills in his section or other places, would ordinarily prefer a long run of business at fair prices, than a spasmodic "speedy by jerks" volume at abnormal figures that gives him only a temporary high profit with total uncertainty as to the future.

There is a class of manufacturers who are not located well as to raw material and whose facilities are such that they can not manufacture coöperage stock to advantage except when prices are unusually high. These fellows are gleeful when prices soar, because it is only under such conditions that they can make any profit, or, in some instances, operate at all. Perhaps the existence of these mills is a fortunate thing for the coöperage business, because they come in with their output when prices are very high, supply a quantity of much-needed stock and tend to limit the rise in values. The manufacturer permanently in business fools himself if he really wishes abnormal prices and profits.

A large amount of money is spent annually by our association to advertise the barrel, and it is just as important that prices of coöperage stock be held competitive to the substitutes as it is that the public be convinced that manufacturers seldom make money

and often operate for long periods of time on a no-profit basis. Most certainly the consumer should be informed as to the cost of coöperage stock and the buyers generally are willing to pay a fair price with a profit to the mill men, who appreciate that an abnormal level of prices eliminates the barrel from competition in many instances.

Coiled elm hoops have dropped to a point at which first-class stock can be produced only at a very small margin of profit in localities where the cheapest lumber can be secured. From information we received from the pine heading people, the same can be said in regard to their profit and any prices lower than the present would discourage manufacturing. Hardwood and gum heading are still scarce and the price reduction has been less than in other items. The same can be said of graded staves and heading and southwestern fruit staves.

We believe business will be better this fall, with a larger demand from the trade generally than is experienced today. A great many of the large consumers will be in the market this fall, at which time their contracts will be completed. A number of the buyers have been allowing their stocks to run low, expecting this fall in price, and a general buying movement is sure to be seen in the near future. The later demand for fruit stock is uncertain and will follow in different sections, depending upon the price of apples and the operations of the dealers who store fruit.

JULY ONE OF THE BIGGEST COOPERAAGE SHIPPING MONTHS OF THE YEAR, SAYS C. M. VAN AKEN

This month has demonstrated the importance of the fruit business in the coöperage industry. During the month we have had very dry weather. This has caused some apples to fall from the trees. Every time an apple falls, the farmer has a fit. His pessimistic attitude has been passed along to the coöperage manufacturer and dealer. He, the manufacturer and dealer, knowing that prices were higher than they should be, immediately began to unload. It may have been but one car, but that car causes the same amount of uneasiness as fifty cars, if the car were offered at a sacrifice to fifty people. Apparently some coöperage sellers have been starting cars rolling and handling them in this way. At any rate, just now there is no price on coöperage, for many people have dropped back to the method of last year and the year before, which was—to sell for what one could get.

There is no doubt but that we will have a good crop of fruit this year. In fact, August and September will doubtless see considerable activity in fruit barrel coöperage. Therefore, many of us interested in mills are hoping that the present method of selling will be only temporary, for we realize that our attitude in regard to the selling end will determine whether the next two months will show a loss or a gain.

There is the usual demand for coöperage along promiscuous lines, with no indication of any decrease in that end of the business. The shipments for these barrels of various kinds, together with the regular fruit barrel shipments, has made July one of the biggest shipping months of the year. It is this that makes many of us feel that we are pretty quick on the trigger with our price-cutting campaign. There can be no doubt but that sudden and radical changes, either up or down, in the prices of any commodity will work an injury to the business, and we have repeatedly had that impressed upon us in coöperage. However, we have found out this month the importance of the fruit business to the coöperage industry and also what a "fit" on the part of the farmer will do to the coöperage manufacturer.

COOPERAAGE EXPORTS

Coöperage exports in May, 1923, included 6,193,025 staves, 226,883 sets of heading, 197,405 sets of tight staves, 18,012 sets of slack staves, and 26,439 empty barrels, casks and hogsheds. The staves included 256,899 tight staves and 3,616,126 slack staves. Of both kinds, 1,791,816 went to Canada, 1,398,430 to Cuba, 1,235,547 to France, 654,291 to the United Kingdom, 414,137 to Spain, 180,984 to Portugal, and 103,418 to Argentina.

The exports of staves in May, 1922, were about ten per cent. greater than in May, 1923, but in every one of the countries mentioned the May exports this year were greater than in May, 1922, with the exception of Canada and Argentina, while to Argentina they were practically the same. This condition is due to the fact that, in May, 1922, 3,673,800 staves were reported as exported to the British West Indies, while in May, 1923, reports show no staves sent to those islands.

Chamber of Commerce of the United States Is Developing Team Play Between Government and Business, Says President Julian H. Barnes

The self-restraint and caution practiced by American business enterprises within recent months has established a basis which may well presage a new advance in business activity, Baltimore business men were told recently by Julius H. Barnes, president of the Chamber of Commerce of the United States.

Speaking before members of the Baltimore Merchants and Manufacturers' Association, who entertained the National Chamber's board of directors at a dinner, Mr. Barnes declared that the usual business signs are good, although in the swelling tide of production in the United States ebbs and flows are bound to occur.

Mr. Barnes said in part: "The Chamber of Commerce of the United States is developing the practice of team play between government and business. It has its ideals of service to trade and commerce through exact and accurate information for the guidance of individual judgment and policies.

"In these two fields it may claim to have greatly advanced the standards of service. How necessary such leadership is will be comprehended by a moment's consideration of the scale on which modern industry is now transacted. We must not forget that in the decade since the so-called pre-war period there have been made tremendous strides both in size and intricacy of operation.

Accurate Guidance and Helpful Co-operation More Needed Than Ever Before

"America's vast industries need accurate guidance and helpful co-operation as never before. In that decade our population has increased fifteen millions, adding that many consumers on the highest standards of living and to the largest scale of individual consumption the world has ever seen. That it is a prosperous people and that it is possessed of an immense earning and buying power is shown by increased savings accounts in nine years from six billions to fourteen billions, and in national bank deposits, from seven billions to seventeen billions.

"In such a vast swelling tide of production, distribution and consumption there will be successive waves of ebb and flow. Such fluctuations of activity may well prove to be but ripples on the surface of the constantly advancing tide of industrial activity. Indeed, it looks as if we had in America, by caution and self-restraint, preserved in recent months that sound control which has established a foundation for a new advance.

AMERICAN QUALITY OVERCOMES ECONOMIC OBSTACLES IN FOREIGN TRADE

It is undoubtedly true, says the Bureau of Foreign and Domestic Commerce, that the nature of a product determines the condition under which it must be sold or, briefly, the price policy to be followed. The ideal product is manifestly one of good quality sold at a relatively low price. Local conditions, such as economic depressions or the per capita purchasing power of the local population, have a marked effect on the salability of an article; so the question to be decided is whether the product should be cheapened, in order that its price may be lowered, or whether the quality is to be maintained even though the sales decrease in proportion.

One should not make the mistake of thinking, because people in certain sections of the earth have ideas of life and modes of living entirely different from the American, that these people have no conception of quality.

In surveying market reports, as received from government representatives abroad, the most striking fact is that American products in so many cases sell on a quality basis, competing successfully with cheaper articles. "Success" in this sense does not necessarily mean volume, but it does mean marketing of higher-priced articles—in the face of what is often severe price competition—and the eventual establishment of a reputation for excellence.

Foreign markets today, into which so many American exporters have entered successfully, are still to a certain extent in the throes of the economic depression that gripped the world immediately after the war. American manufacturers selling goods abroad are handicapped severely by the price factor. Higher cost of production has led to higher competitive prices—prices which the foreign purchasers, with their currency depreciated, can ill afford to pay. The fact stands out, however, that we are exporting goods and selling them to advantage.

"The usual business signs are good. There is no credit strain, and with few exceptions, no over-production apparent in any line. After an unfavorable winter and a late spring nature has been kind in crop development, and crops are almost uniformly promising indeed.

"The problem of four million unemployed eighteen months ago has altered to a condition of full employment and good wages, which presage a consumer-buying power that must be reckoned with. Meanwhile the inventiveness and resourcefulness of the directing brains of industry continue the typical American process of increasing production of the thousands of articles of human use at greater economy of production costs.

"Electric power which serves all industry sells lower in the market today than the pre-war price and has increased in twenty years its service from two and one-half billion kilowatt hours to fifty billion, with the reasonable expectation that in five years more its service to all industry will be rated at one hundred billion hours annually.

"This is typical of the security of service in many lines, which promises to maintain in America the industrial leadership of the world.

"The adjustment of America from its former position of debtor to its present position of a creditor nation, with the necessity of the readjustment of export and import trade which that change implies will produce the usual change of problems in some lines of trade.

"The restoration of Europe to its full buying power for the surplus of our industries would be a great and substantial stimulant. That restoration, slow or fast, is proceeding.

"We have demonstrated in America the great earning power of the automobile and the improved highway.

"We have demonstrated the economy of mass-production which provides more and more things for the average home.

"In every quarter of the world our example will be followed when there is established stability of government, political and social ideals which stimulate individual effort and attract the superior directing brains which put these vast processes in motion to the great enlargement of human possessions and human content.

"Fast or slow, these lessons will be learned and these practices adopted throughout the world, and America is equipped to maintain its leadership of that world development."

Gradually in some countries and more quickly in others, the relative value of most foreign moneys is rising. With this bettering of conditions abroad, the relative prices of American goods established on a quality basis (in some cases considered the best in their lines) are actually becoming lower and lower, so far as the foreign purchasing power is concerned. This means that exporters now successfully marketing quality products in foreign fields can expect a greater volume of sales and a proportionate increase in their profits. Not only do these rising values of foreign currencies have a favorable effect upon the exporters already in the field, but this condition opens up opportunities to those manufacturers who have been prevented from sharing in our foreign trade because price competition on their products has been too keen.

The American exporter has his opportunity now to pluck the fruits of his hard work and perseverance in the past and to make strides toward a permanent, profitable trade in markets abroad.

MAY BE A SUGAR WAR

What may be the beginning of a sugar war was seen July 19th when the Federal Sugar Refining Company, New York, announced a reduction of its price of refined sugar to 8.35 cents, a cut of 50 points, the lowest it has been since the commodity started on its down grade from 10.25.

In the market for raw sugars there was a rumor that a sale had been made at 5½ cents, the lowest for some time.

FREIGHT EQUIPMENT BETTER

The condition of the railroads' freight car equipment is better than at any time since January, 1921. The car service division of the American Railway Association reported July 4th that only 200,784, or 8.9 per cent. of the total, were in need of repair June 15th. This is a decrease of 10,982 as compared with June 1st,

ARKANSAS SEVERANCE TAX CONSTITUTIONAL

The severance tax law of Arkansas was held constitutional in an opinion handed down by the Supreme Court of that State on June 25th. The court was divided in its opinion on the matter, and the majority opinion was written by Justice Humphreys, while a minority opinion was filed by Chief Justice McCulloch, in which Justice Smith joined.

In the majority opinion Justice Humphreys, after reciting the history of the case in the chancery court and the allegations of the petition attacking the act, disposes of the question of whether the act No. 681, amending the original act No. 118, had the effect of repealing the original provision in section 5 fixing a tax of seven cents per thousand feet on lumber and substituted the general two and one-half per cent. tax, by saying that as the entire act was held unconstitutional in the lower court, it had no occasion to pass upon the effect of the amendment, and therefore that question was not at issue in the Supreme Court. Speaking of the question of constitutionality, the opinion says:

"The constitutionality of the acts is first assailed upon the ground that they impose a property tax on timber because, it is urged, that any attempt to impose a tax on the only available use of a thing is, in effect, a tax upon the thing itself, and therefore a property tax. This test, invoked by learned counsel for appellees, was repudiated in the case of Fort Smith vs. Scruggs, 70 Ark. 549; so said this Court in the case of Standard Oil Company of Louisiana vs. Brodie, 153 Ark. 114. In the case last cited this Court took occasion to say that, 'We are unwilling to subscribe unqualifiedly to the doctrine that a tax on the only available use of an article is, in every instance, a tax on the article itself.' Appellees assert that the statutes in question lay a tax upon the right to sever timber from the soil, which is the only available use that can be made of standing timber. The statutes do not lay a tax upon the mere act of severance, but upon the 'business of severing timber from the soil for commercial purposes.' Those who sever their timber for other purposes are specifically exempt from the privilege tax imposed by the acts."

Continuing, the opinion cites former decisions to the effect that taxes on the use of wheeled vehicles and on the sale of gasoline for propelling motor vehicles are not taxes on property, but on the use of the streets. It also quotes from the decision of the United States Supreme Court in Oliver Iron Mining Company vs. Lord, to the effect that a tax on the mining of iron ore is an occupation tax, and not a property tax, and proceeds to say further:

"Following the lead of the Supreme Court and the trend of our own decisions and for purposes of uniformity, a thing to be desired, a majority of this court, including the writer, have concluded that the tax imposed by the acts is a privilege and not a property tax. As a privilege tax it is clearly and definitely authorized by the constitution. 'The General Assembly shall have power from time to time to tax hawkers, peddlers, ferries, exhibitions and privileges in such manner as may be proper.' Const. 1874, art. 16, sec. 5. The extent of the taxing power vested by this section of the constitution in the legislature of the State was the subject of review in the case of Fort Smith vs. Scruggs, supra. Bearing upon the point the following excerpts from the works of Judge Cooley were quoted approvingly by Mr. Justice Riddick:

"Everything to which the legislative power extends may be subject to taxation, whether it be person or property, or possession, franchise, or privilege, or occupation, or right. Nothing but express constitutional limitation upon legislative authority can exclude anything to which the authority extends, from the grasp of the taxing power, if the legislature in its discretion shall at any time select it for revenue purposes." Cooley, Tax. (2d Ed.) p. 5. 'The power to impose taxes is one so unlimited in force and so searching in extent that the courts scarcely venture to declare that it is subject to any restrictions whatever, except such as rest in the discretion of the authority which exercises it. It reaches to every trade or occupation, to every object of industry, use or enjoyment; to every species of possession; and it imposes a burden which, in case of failure to discharge it, may be followed by seizure and sale or confiscation of property.' Cooley, Const. Lim. (6th Ed.) 587. The court then said:

"The subject matter of this statute comes, we think, within the general law-making power of the legislature, and, if there be any limitation forbidding the exercise of such power in that respect, it must be found in the constitution. But there is none. Our constitution spe-

cially provides that the legislature shall have power to tax privileges in such manner as may be deemed proper. It also authorizes the legislature to delegate the taxing power to towns and cities of the State to the extent necessary for their existence, maintenance and well-being. Const. 1874, art. 2, sec. 23; also art. 16, sec. 5. And it has been established by the decisions of the court that the legislature may delegate to towns and cities the power to tax occupations. Little Rock vs. Prather, 46 Ark. 479."

"In reaching the conclusion that the acts impose a privilege tax upon the business of severing timber from the soil for commercial purposes, and that the taxes imposed are not a property tax, Mr. Justice Hart disqualified himself on account of certain of his relatives being largely interested in a lumber corporation, engaged in the business of severing timber from the soil for commercial purposes, and did not participate in that branch of the case. Mr. Justice Wood held to the view that the acts impose a property tax upon the timber and are valid. Both, however, assuming that the statute imposes a privilege and not a property tax, agree with the writer that the acts apply with the same force and effect to individuals as to corporations. The constitution confers authority upon the legislature to impose reasonable privilege taxes for the purpose of revenue upon all persons. No distinction is made between corporations and individuals in the clause of the constitution conferring such power. Under Judge Cooley's broad declaration of who may be required to pay privilege taxes, approved by this court, there is no escape for individuals, firms, or associations from the effect of the acts embracing them. The question of whether those engaged in the removal of our natural resources for commercial purposes, shall be required to contribute to the support of the government, is one of legislative policy. Power to compel them to do so was conferred upon the legislature by the constitution."

"The validity of the acts is also assailed upon the ground that they violate the due process clauses of the State and Federal constitutions. We are unable to see wherein they infringe upon these clauses. They are taxation statutes authorized by the State constitution and are themselves due process of law."

"For the error indicated, the decree is reversed and the cause remanded with directions to proceed in a manner not inconsistent with this opinion."

The opinion of Chief Justice McCulloch deals almost entirely with the question of the application of the tax to individuals, his view being that it is a privilege tax and not a property tax, and properly applicable to corporations, but not to individuals. In this connection he cites the case of Washington vs. State, 13 Ark. 752, which held that there was no restraint upon the power of the legislature to authorize counties and towns to regulate or tax callings or pursuits, but there was a restriction in that regard upon legislation for the purpose of raising State revenue; and Baker vs. State, 44 Ark. 134, holding that the State could not impose an occupation tax on individuals. After some further discussion of decisions, and pointing out that as to corporations the severance tax is valid as a tax on their franchises, he says:

"The business of severing timber or minerals from the soil for commercial purposes is purely an occupation, and the State can not tax the privilege as against individuals. Timber and minerals attached to the soil are individual property, as much so as anything else, and the business of severing for commercial purposes is a lawful business, of the pursuit of which no individual can be deprived."

"Notwithstanding my views on this subject, on account of the peculiar situation which has arisen in the present case by reason of the conflicting views of the judges and the fact that one of the judges is disqualified in one branch of the case, I am voting to reverse the decree as to individuals as well as to corporations. Three of the other judges are of the opinion that the statute is valid as against individuals if valid against corporations, and as it will be enforced against both, I feel justified in voting to reverse this decree so that individual litigants in the case may be placed under the same liability as other individuals engaged in the business to be taxed."

ARKANSAS RAILROAD COMMISSION ISSUES SEVERANCE TAX RULES

The Railroad Commission of Arkansas, the State agency charged with the administration of the severance tax law, has issued its circular of instructions to persons subject to tax under the law, giving directions for making returns and computing the tax. A feature of the circular of special interest in that embodying the opinion of the attorney general to the effect that amend-

ment of the original act, which was evidently intended to add manganese ore to the list of commodities taking special rates of tax, had the effect of repealing the other special rates originally provided in section 5, including that of 7.5 cents per thousand feet on timber. The effect of this is to make applicable on such originally excepted commodities the general rate of 2.5 per cent. of their value. After reciting this ruling, the circular continues:

"The attorney general has construed the law to mean that 2.5 per cent. gross value on coal would be what it is worth at the mouth of the mine. If coal is worth, for example, \$2 per ton at this point, then a tax of 2.5 per cent. on \$2, or five cents, would be collected."

"Under his opinion the same would be true of hauxite after it is brought to the top of the ground, which is considered the market value at this point of severance."

"On lumber the same rule applies and instead of figuring it on a basis of seven cents per thousand feet board measure, you will figure it on a 2.5 per cent. basis gross value at the point of severance. The point of severance means what is the product worth after it has been severed and cut into a log at the point of severance, log scale. After the tree has been cut down and saved into log form and it is worth, for example, \$4 per thousand feet log scale, then a tax of 2.5 per cent. on \$4, or ten cents, will be paid."

"The same rule and construction will be placed upon other timber such as ties, stave bolts, bridge timber, etc. If cooperage material is worth after it is out and in its unmanufactured state, \$3 per cord at the point of severance, then you will pay 2.5 per cent. on \$3, or seven and one-half cents. As for ties, after the tree is cut into a dimension, say seven feet, then what the log is worth at the point of severance in its unmanufactured state."

"The same rule will apply to all timber cut at the point of severance and in its unmanufactured state. Under the ruling, the matter of seven cents per thousand board feet has been eliminated and everything is figured strictly on a basis of 2.5 per cent. gross value at the point of severance. The price of hauling or delivery has nothing to do with figuring the tax, and if a commodity is delivered at a certain point for a certain amount, what that commodity is worth less the cost of hauling is what the tax will be paid on; in other words, it reverts itself to the point of severance or where it was hauled from."

"As in the case of oil and gas—the tax will be based at the point of severance. What the oil or gas is worth when brought to the top of the ground—if worth so much per barrel or thousand feet at the point of severance—then 2.5 per cent. on the amount per barrel or thousand feet will be paid."

"The producer or purchaser will send in his reports, and the two should agree upon who pays the tax and until paid, the State will hold a lien upon the property. In the event the purchaser pays the tax, then he could withhold 2.5 per cent. from the producer. If the purchaser has such an arrangement with the producer, the commission will appreciate it if the purchaser will furnish us with a list of all producers."

"The second paragraph of section 4 clearly defines what the point of severance is and that the commodity paid upon is in its unmanufactured state."

"The severance tax act became operative April 1, 1923, and the returns are to be made for the quarter ending June 30, 1923, for which you have the month of July to make your report to the tax division."

"All taxes are payable for each quarter the month following, which is April, August, October and January."

The commission has also prepared forms for making returns, one to be made by the producer and one by purchasers, when by agreement between producer and purchaser the tax is to be withheld and paid by the latter. The producer's report calls for statement of the kind of resource, county in which severed, gross quantity severed, value per unit, total taxable value, amount of tax at 2.5 per cent. gross cash value, and tax withheld by purchaser; space being provided for the following commodities: asphalt, cement, chalk, clay, diamonds, fuller's earth, gas, gravel, marble, ochre, oil, pearls, phosphates, salt, sand, shells, stone, sulphur and turpentine."

The purchaser's report provides columns for name of owner from whom purchased, county in which severed, kind of resource, quantity purchased, value per unit, gross value purchased and tax withheld by purchaser."

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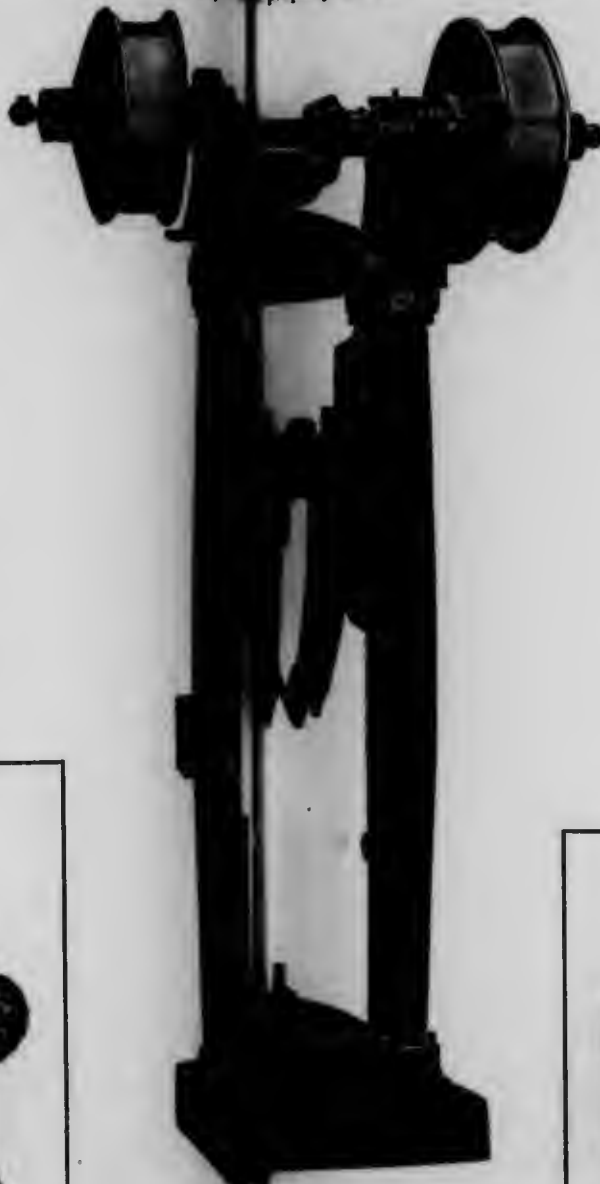
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HERBERT HOOVER SPEAKS ON TRADE ASSOCIATION ACTIVITIES

Declaring that the trade association as a facility for the promotion and self-regulation of industry and commerce has become, by reason of its scope and activity, an important American business institution, with which the public, generally speaking, is little acquainted, Herbert Hoover, Secretary of Commerce, in the introduction to that department's new book entitled, "Trade Association Activities," released recently, expressed the opinion that the constructive purposes of these organizations have unfortunately been confused with the minority of activities which have been used as a cloak for action against public interest.

"Just as a business house or an individual meets its obligations and carries on its daily relations within the community, so the trade association has a real individuality in the business fabric," according to Secretary Hoover.

"All trade association activities are not good, just as all individual habits are not good until so proved by their reactions on the individual and the community," the secretary says, adding that "perhaps the best way to guide activities into the most constructive and profitable channels is through thoroughgoing analysis and examination of these activities which seem on the surface to be constructive in their application and results."

On the subject of statistics, Secretary Hoover says, in part: "There is no question but that the curves in the business cycle from activity to depression have been less disastrous in those industries or trades where accurate, lawful statistical data have been available to all. Fundamentally it is impossible for business men to form those vital judgments as to their future course of action in the wise and safe direction of their activities unless they are informed as to the changing currents of production and consumption, not only in their own lines but also in other lines of business, which indicate broader currents of economic life. The only criteria are statistics, and if industry is to march with reasonable profits, instead of undergoing fits of famine and feast, if employment is to be held constant and not subjected to vast waves of hardship, there must be adequate statistical service. Whether these services are to be maintained by the government or by trade associations, they must be maintained if we are to have an orderly economic life."

Discussing legislative activities, Mr. Hoover asserts that "the interest of any one industry or trade, to be sound in the ultimate analysis, must be the public interest, and in their legislative activities many trade associations have borne this axiom foremost. The demand of legislatures for the views of the different trades upon all sorts of questions of public interest is incessant, and the open preparation and presentation of such matters is far more consonant with proper development of public life than the private lobbying of the few or powerful."

"Waste elimination, in a vast area of problems, can only be accomplished by collective action in a trade. Hundreds of millions of dollars have been saved through the adoption of principles laid down in such programs, not alone to the business groups concerned, but to the ultimate consumer. They have brought about lower prices, through attacking directly the costs of raw material, inefficient plant operation, and unnecessary stock maintenance."

With reference to cost accounting systems, Secretary Hoover pointed to the "truly remarkable findings of government agencies in the war years regarding the knowledge and understanding of costs in production and distribution. Losses often were confused with profits, those investigations showed, all for the lack of knowledge of the fundamentals of cost accounting. Today, the trade association is proving itself the most potent organized influence in the study of costs in industry and trade, aiming towards standard systems applicable to peculiar conditions. All of which tend to more scientific knowledge of business and ultimately lowered costs."

On the subject of employee relations, the secretary indicates that while at earlier periods the individual business concern or manager, perhaps, has taken more frequently the initiative in forward policies of such relations, trade association after trade association is now developing the necessary preliminary stages of more equitable and advanced phases of this subject. In most cases it is largely a matter of research into the tremendous problems involved—selection of personnel, education, welfare work, accident prevention, employment principles and collective agreements. In the opinion of Mr. Hoover, the associations will recognize that in the years of devotion to improving the

processes of production and distribution there has been great oversight of the human factor and its mass relation. "Shall it be approached blindly and without preparation and knowledge?" the secretary asks, answering, "Not if the present-day indications of trade association activity have real meaning."

Credit and collection activities, trade disputes and ethics, insurance, public relations, traffic and transportation, commercial research, industrial research and government relations are among the other subjects discussed by Secretary Hoover in the introduction to the book, a volume of 368 pages, sold by the Superintendent of Documents, Government Printing Office, Washington, D. C., and by the field offices of the Department of Commerce, at fifty cents a copy.

WEATHER BUREAU FORECASTS AID FRUIT GROWERS TO SPRAY

In addition to the harvest weather forecast service in New York State, the Weather Bureau of the United States Department of Agriculture provides forecasts which are of great importance to the fruit-spraying service maintained by the New York State College of Agriculture. The purpose of this service is to advise fruit growers in all matters pertaining to the spraying of fruit for the control of insect and other pests.

The county agricultural agent is at the head of this service in each county. He bears the responsibility of notifying the growers in his county, by telephone, mail or other means, whenever a spray application is advisable. Most growers are prepared to spray immediately on receipt of his advice, and do so in accordance with his directions. New York fruit growers spend approximately \$3,000,000 annually in spraying operations.

In general, three to five spray applications are made each season. It is of the utmost importance that each be applied at exactly the right time, neither too early nor too late, to avoid loss of labor and material and to catch the pests under exactly right conditions. In the case of apple scab, for example, a widespread and injurious fungus pest, the scab remains practically dormant during fair weather, but becomes actively infectious during rainy spells. The ideal condition for control of this pest, therefore, is two or three days of fair weather to apply the spray, followed by a rainy period.

Weather forecasts are essential in connection with the control of this pest by spraying, and for practically all fruit pests. The county agent, in preparing his advice to growers, takes account of the probable weather condition for three or four days in advance and the condition of buds and fruit as reported by the field agent, who travels about the county observing the development of the fruit buds and also of the various pests. Twelve counties have organized for this work, and all of them regard the Weather Bureau forecasts as indispensable.

UNITED STATES IMPORTS LESS—EXPORT TRADE INCREASES

Imports into the United States during June were valued at \$328,000,000, against exports of \$329,000,000, leaving a balance of trade favoring the United States of \$1,000,000.

The figures, as given out July 12th by the Commerce Department, Washington, representing a marked reversal in foreign trade currents, showed a sharp falling off in the volume of imports, which were \$398,178,382 during March, and almost as great in April and May. The exports for the month, however, were \$13,000,000 greater than those for May and \$4,000,000 greater than for April, although \$12,000,000 under the March total.

For the fiscal year ended June 30th, total imports of the United States amounted to \$3,789,002,114, while exports were 3,965,967,460, leaving a balance of trade in favor of the United States of \$176,965,346.

For the year ended with June in 1922 the balance of trade favorable to the United States had been \$116,077,481, which was produced by exports amounting to \$3,771,156,489 and imports of \$2,608,079,008.

During June of this year imports of gold into the United States amounted to \$19,433,539, compared with exports of \$548,484. Silver imports were \$6,439,505, compared with exports of \$3,581,081.

For the twelve months ended with June the excess of gold imports into the United States over exports amounted to \$235,067,575, while for the year ended June, 1922, the excess was \$440,972,991.

During March the total import and export balance was against the United States by \$57,000,000; during April the balance against the United States was \$39,000,000, and during May there was an adverse balance of \$56,000,000.

LOWER WHEAT RATE BOON TO MINNEAPOLIS

Minneapolis milling interests regard the recent order of the Interstate Commerce Commission reducing freight rates on wheat from the southwest to Duluth as one of the most important victories the local industry has gained in years. The order provides that after September 20th the rate on wheat from Kansas City and St. Joseph, Mo., to Duluth, with milled-in-transit privileges at Minneapolis, shall be 19 cents in place of 24 cents, now prevailing. In some quarters the order is regarded as saving for Minneapolis its prestige as the world's greatest flour market.

It has been no secret that Minneapolis' position in the milling industry has been threatened by the gradual but steady reduction in the production of wheat in the northwest and the disadvantage in certain cases of freight rates. A few of the larger milling companies have sought to meet the changed situation by buying up or building mills at other strategic points. A few mills have been acquired in the Southwest and in the East.

The reduction will also have an advantage for farmers of the Northwest inasmuch as it will tend to retain for them the large market for their wheat which has prevailed in Minneapolis for the last fifty years.

RECORD-BREAKING SALES OF FEDERAL TIMBER ANNOUNCED

Sales of timber from the national forests during the fiscal year ending June 30th were greater than in any like period, the Forest Service, United States Department of Agriculture, has announced.

With the recent sale of 685 million board feet, mostly Douglas fir, from the Cascade National Forest in Oregon, the total for the twelve months is between 2,500 million and 3,000 million board feet, according to preliminary figures. The estimated cut will be between 900 million and 1,000 million board feet, the latter figure representing an increase of nearly 250 million board feet over the cut of the preceding fiscal year.

Management plans for the national forests provide for the cutting and removal of the matured crop of timber in such a manner that reforestation of the cut-over areas will insure a perpetual timber supply. Units of management called working circles are laid out and a limitation of cut fixed for each.

In some areas the timber is clean cut, and a new stand is obtained by leaving seed trees, but in most instances the smaller trees left standing constitute the next potential cut. Artificial restocking or planting of young trees is confined almost entirely to old burned-over areas upon which nature is exceedingly slow in establishing tree growth.

From 40 to upwards of 100 years are required to complete the cutting and removal of timber from the usual working circle, thus providing for a new growth of matured timber by the time the sawyer returns to the starting point.

SUGGESTS PLAN FOR STOPPING EXODUS OF SOUTHERN LABOR

In the first six months of this year 77,500 negroes and 29,513 whites have quit the farms of Georgia and moved to industrial centers of the North and East, according to a report on the labor exodus by James S. Peters, president of the Georgia Bankers' Association, Atlanta, Ga.

In the last three years, the report shows, 228,938 negroes have migrated from Georgia, leaving the colored population of the State possibly less than it was in 1890. Some 46,000 farm dwellings have been left vacant, and, estimating thirty acres to the plow, there are more than 55,000 idle plows in the State at the present time.

"It is useless to talk about labor agents or to legislate against their activities," says the report. "It did not require labor agents to take from Ireland almost one-half of her population and transplant them on the shores of North America. Superior living conditions and higher wages did this. It was often said that if Ireland could stop letter-writing between the emigrants and the home people, it would be an effective means of stopping emigration."

"The same holds true of the negro today. Every letter from the North brings news of high wages, good living conditions, schools and other advantages—and these are what is doing the damage."

The report recommends increased wages, better housing conditions and better educational facilities as a means of keeping labor at home and on the farm.

Converse Cooperage Co., Chicago, Ill., has decreased its capital stock from \$100,000 to \$35,000.

PRESIDENT T. A. WALSH SUGGESTS THAT APPLE TRADE PLACE THEIR BARREL ORDERS EARLY

In a recent letter to Mr. P. L. Wilson, of *The Packer*, President T. A. Walsh, of The Associated Coopers Industries of America, says:

"Referring to conversation with you regarding the fruit barrel situation, would advise that owing to the scarcity of labor, rains, flooded woods and flooded mills, many of the southern mills have been unable to operate for several months; and as a result, there is going to be a scarcity of cooperage this summer, and I would recommend that you urge upon all apple barrel users to place their orders as far in advance as possible.

"The cooperage fraternity is making strenuous efforts to provide necessary materials to take care of the apple barrel business this season, but apple barrel users must do their part by telling their cooperage men what their requirements will be at the earliest date possible. This is very important, especially at this time. If the fruit growers will co-operate with the cooperage men, their requirements will probably be taken care of; otherwise, somebody is going to be short at the end of the season.

"Prices are higher this year than last year. This is due to conditions beyond the control of the manufacturers of cooperage.

"Production has been limited, due to conditions named above.

"Labor has been scarce, thereby reducing operations at mills that could operate.

"Lumber has been high, which has in turn advanced the price of logs. The cooperage man has to compete with the lumber man to buy logs; consequently must pay more for his logs than last year.

"Members of the cooperage fraternity appreciate the necessity of holding prices down as low as possible, but they are facing conditions this year that are unusual, and which necessarily increase the cost of the barrel.

"Another condition that we must face is the scarcity of cars. Cars are now being sent west to take care of the grain movement. This is going to reduce the number of cars available for shipping cooperage, and is another reason for placing orders as far in advance as possible."

RAILROADS PREPARING FOR FALL TRAFFIC

Between now and Christmas the railroads of the country will be confronted with the task of handling what will probably prove to be the heaviest traffic in their history, declared Guy S. McCabe, general freight agent of the Pennsylvania Railroad, addressing the Rotary Club meeting, in Philadelphia, July 26th. William A. Garrett, general transportation manager of the Baldwin Locomotive Works, presided.

To meet a demand that promises to exceed all previous records, the speaker continued, the railroads have pledged themselves to a specific program which will give the country the best quality of transportation possible. This program plans to wipe out the last remnants of the shopmen's strike before the fall traffic peak movement is reached by bringing down the number of cars and locomotives awaiting repairs to normal figures. It also provides to materially increase the average loading per freight car and miles per day each car is moved.

All coal for railroad use so far as practicable will be stored by September. The greater proportion of railroad construction and maintenance activities will be finished by September, thus permitting maximum use of facilities for commercial traffic after that date. The railroads are pledged to co-operate with each other concerning available freight cars so they may be distributed according to actual needs and requirements of the various sections of the country.

Although materials and labor are higher, the railroads are spending more than \$1,000,000,000 this year for new facilities, he said. The total expenditure of the Pennsylvania Railroad may pass \$100,000,000 in 1923.

"We would all like to see a lower level of rates," the speaker said, "but when that will be practicable I can not predict. Certainly it is not practicable now and nothing could do more harm to the country than a premature and arbitrary reduction of rates."

HEADING COMPANY INCORPORATES

Heading and other materials for barrels, crates and similar packages will be manufactured on an extensive scale by the United States Heading Company, which has been chartered at Durham, N. C., with Nathan Lunford, of Roxboro, N. C., as president. Capital stock is \$250,000.

MONTREAL EXPORT RATES FORTY PER CENT. HIGHER THAN AMERICAN PORTS, SAYS JAMES INNES

Reporting recently on the cooperage situation for the *Canadian Lumberman*, James Innes, of the Sutherland-Innes Co., Chatham, Ont., said in part:

"We carried over considerable stock from last season, which was a quiet one in business, and are exporting more stock this year than we have for some time past; in fact, ever since the beginning of the war.

"Mr. Innes says that unfortunately for export to the Old Country his firm have to ship all their stock through southern ports, as Montreal rates of freight are 40 per cent. higher than from U. S. ports. Practically all the steamers from Montreal, he declares, are in the conference and trying to squeeze out all the traffic can stand.

"The cooperage trade is considered better this year than it was last. Prices of hardwood lumber are finer and cooperage stock quotations are a little better. The demand is increasing and it looks as if there will be a clean-up of all stocks carried over from last year and also the stocks made this year, before the end of the season. Mr. Innes reports that there are prospects for a good apple crop, and if this materializes apple barrels will consume a large quantity of stock. There is, therefore, considerable improvement in the cooperage line as well as in the hardwood lumber arena.

"Hardwoods are getting scarcer all the time and higher figures will have to be obtained for hardwood lumber and cooperage stock or manufacturers can not further make it," concluded Mr. Innes.

"QUALITY" STANDARDS IN INDUSTRY

The voluntary establishments of standards of quality in industry forms the subject of a pamphlet which has just been printed by the Fabricated Production Department of the Chamber of Commerce of the United States.

There has been a growing interest for some time in the establishment of quality standards, says the department, which calls attention to the fact that a recent canvass of trade associations discloses that many have set up standards and that still others have provided guarantees of quality in backing up the products of their members.

"Quality and quantity standards," says the pamphlet, "are essential for the free interchange of commodities in commerce beyond the stage of first-hand transactions in which personal observation and opinion govern. Progress in civilization is measured by commerce, so standards are at the base of civilization as well as of commerce."

TEMPORARILY OUT OF HEADING BUSINESS

E. L. Young, of the E. L. Young Heading Company, manufacturers of circled tight barrel heading, advises that the company is temporarily out of the cooperage business.

WANTS IN COOPERAGE LINES

Theodore Romine, Mooresville, Ind., is in the market for 300 apple barrels.

W. F. Kampp, Coolville, Ohio, is in the market for 1,500 apple barrels.

John S. Bowen, Altapass, N. C., is in the market for 3,000 apple barrels.

FREIGHT RATE CHANGES AFFECT BARRELED MOLASSES

Philadelphia shippers and consignees have had called to their attention by the Transportation Commission of the Chamber of Commerce three proposed freight rate changes affecting Philadelphia business. The first affects concrete or concrete building blocks. Newport, N. J., to Philadelphia. The second would establish rates on a final molasses and final syrup in tank cars or in barrels from Philadelphia, New York, Baltimore and points taking same rates to Pittsburgh and related points on sixth-class basis. The third would cancel all carload commodity rates and exceptions to official classifications on paint, earth, iron (ground iron-ore) or ochre, dry, which are on basis of sixth-class, and restore official classification rating from points in Trunk Line territory to all points in Canada.

WHEAT DEVELOPMENTS MAKE PURCHASERS CONSERVATIVE

The Minneapolis flour industry is experiencing uncertainty as a result of the recent developments in the wheat market, according to report under date of July 23d. Buyers naturally act cautiously. Present flour prices are the lowest in more than seven years, but if the wheat market should take a definite turn upward the flour trade here believes there would be a marking up in flour prices that would mean liberal profits to dealers who laid in stocks at the low prices of the last week or two.

Statistics compiled by the *Northwestern Miller* show that since the high point in June, 1920, flour prices have dropped 50 to 60 per cent.

Farmers who own 600 country elevators in Minnesota are being urged to stand behind the United States Grain Growers' Sales Company, which has a selling agency in Minneapolis. The selling agency, which was organized by the Minnesota Farm Bureau Federation, has made financial arrangements to carry on its business.

OUT OF COOPERAGE

M. E. Hineckley, long-time manufacturer of slack cooperage stock and slack barrels, at Berrien Springs, Mich., has retired from the cooperage business.



WHEN IT COMES TO BLUE RIBBONS AND SILVER CUP TROPHIES

The motor truck may be all right, but all such vehicle, were on the side lines recently when the Pittsburgh Humane Society held its annual Service Parade and the fine piece of horse-flesh shown above won the prize, according to T. A. Walsh, president of the company, they are mighty proud and fond of this loyal and uncomplaining worker. Mr. Walsh says: "This horse has been in service with us for 21 years, and works every day; and if he does not get plenty of work to do complains about it. He is fond of children, likes tobacco and is good for many years to come."

50 YEARS SEES SLIGHT GAIN IN POTATO YIELD PER ACRE

As potato growers, we are still in the "small potato" class, if we are to judge our standing by the gain in the average production per acre made in the United States in the last 55 years. Statistics gathered by the United States Department of Agriculture during the last half century show that the average production per acre during the five-year period, 1918-1922, was 98.7 bushels. Our grandfathers did almost as well 50 years ago, producing in the five-year period, 1868-1872, an average of 94.5 bushels to the acre. In other words, our ability to grow potatoes has improved during these 55 years only enough to raise the average production by 4.4 per cent.

From 1868 to 1888 the average yield decreased steadily until it was but 74 bushels to the acre. Since that time the average yield has been steadily increasing until it is now the highest it has ever been. A number of reasons for the decline in yields during the first half of this period are given by the department, the most important among them being the ravages of the Colorado potato beetle during the early period of its invasion of the eastern United States, the financial depressions of 1877 and 1893, which brought about a well-marked decline in agriculture in New England, New York and other heavy potato-producing areas, and a gradual depletion of soil fertility.

This downward tendency has been checked by a number of factors which have helped to increase the yield and average production per acre. Some of these beneficial factors are the influence of the agricultural experimental stations, agricultural colleges, and the United States Department of Agriculture, through experiments, demonstrations and extension work; the influence of the Bordeaux-mixture treatment in the control of fungous diseases affecting the potato; and the development of special potato-growing sections where the average yield is often from two to three times the general average for the United States.

Recently more attention has been given to the production of better seed by growers who are making a specialty of producing certified seed and seed of high quality. The use of high-grade seed, says the United States Department of Agriculture, would increase the returns from the potato crop of the country by many millions of dollars. Good seed is one of the determining factors in the production of maximum crops of potatoes.

WHO CAN RESIST THIS APPEAL?

An appeal to business organizations to assist in absorbing into industry the three or four thousand disabled war veterans who are completing government training courses monthly was made today by the Chamber of Commerce of the United States. The National Chamber calls attention to the obligation which rests on the business interests of the country to co-operate with the government to the end that all of the men be given employment.

"The men who are being trained," says the National Chamber, "are trained in many lines and are prepared to meet adequately the physical and mental demands that their new occupations will place upon them. The government can only rehabilitate and train the men up to the point of employability. From this point the employing interests of the country must carry on."

On March 1st, the Veterans' Bureau had in training: In the professions, 12,618 men (architects, civil engineers, mechanical engineers, mining engineers, lawyers, welfare workers, etc.).

In the commercial lines, 20,763 men (accountants, advertisers, bookkeepers, business managers, employment agents, foreign trade, salesmen, etc.).

In trades and industries, 42,714 men (carpenters, draftsmen, electricians, machinists, patternmakers, plumbers, typewriter repairmen, welders, etc.).

In agricultural lines, 11,410 men.

The majority of these men have been in training for more than two years. More than 10,000 men have been in training for three years.

Most of the reports that have come to the central office of the Veterans' Bureau, in Washington, from the employers of the country, who have had these men in their employ, give favorable reactions as to the satisfactory services of the rehabilitated men.

More than 30,000 of the men have been rehabilitated and have gone into employment within the last two years. Statistical studies made on some 20,000 show that they are earning more in their new vocations than they earned before the war and before they received their disabilities or handicaps from service in the army.

Grover Brock will erect a stove mill at Murfreesboro, Arkansas.

HALF OF WORLD'S WORKERS ENGAGED IN AGRICULTURE

Fully one-half the workers of the world are now engaged in agriculture, according to figures published by the United States Department of Agriculture. Of all occupied men and boys in 23 leading countries, 51.4 per cent. are engaged in agriculture, and, of all occupied women and girls, 50.6 per cent. follow agricultural pursuits, statistics show. The figures do not include the large agricultural populations of Russia, China, Serbia, Hungary, Argentina and Brazil.

The largest number of both male and female agricultural workers in the countries is in India, where 71,000,000 males and 34,000,000 females are so employed and comprise 72 per cent. of the total number of workers. The United States is second with 11,000,000 male and 2,000,000 female agricultural workers, or 29 per cent. of all employed persons.

The figures were compiled to show that problems concerning agricultural workers affect a large number of workers in almost every country than those engaged in manufacturing, mining, lumbering, or commerce, and in a few countries more than in all these industries combined.

TIMBER SHOULD BE REGARDED AS CROP, GOVERNMENT SAYS

Whether timber is to be mined from our forests without thought of replacement, like coal from our hills, or whether it is to be considered as a crop to be harvested and grown like other farm crops, is the main theme of an article in the 1922 Year Book of the United States Department of Agriculture, entitled, "Timber: Mine or Crop?"

The article discusses very thoroughly the problems now confronting the country as a result of the lack of a forestry policy and the resulting depletion of the nation's forests by logging operations and fire.

Nearly half the land area of the United States, some 822,000,000 acres, was originally forested, says the article, but the forested area has now been reduced to 138,000,000 acres of virgin forest, 250,000,000 acres of comparatively inferior culled and second growth, and 81,000,000 acres of barren land, a total of slightly less than 470,000,000 acres.

"Largely through timber mining," it continues, "the original stand of timber has been reduced from more than 5,200,000,000,000 board feet of virgin timber to 1,600,000,000,000 feet of virgin timber and 600,000,000,000 feet additional in culled and second-growth stands.

"Seventy-five per cent. of the remaining virgin timber is west of the Great Plains, and more than 5 per cent. of all our remaining saw timber is in the three Pacific Coast States, while nearly half of the lumber cut is consumed in the region east of the Mississippi River and north of the Ohio and Potomac Rivers. Lumber producing and consuming centers are so far apart that we pay \$250,000,000 annually in lumber freight."

The article traces the shifting of the timber industry from the East to the Middle West and South, and then to the West. The necessity for vigorous reforestation and for the conservation of our remaining forests is emphasized since, according to the article, the available timber supply of the United States is being consumed about four times as fast as it is being replaced.

Copies of the Year Book separate containing this article may be secured free upon application to the Division of Publications, United States Department of Agriculture, Washington, D. C., as long as the supply lasts. Ask for "Timber: Mine or Crop?"

MORE WOOD CONSUMED HERE THAN IN ANY OTHER COUNTRY

The United States uses more wood than any other country. In fact, the consumption in this country equals about two-fifths of the entire consumption of the world, or, expressed in round figures, about 22½ billion cubic feet, declares the Forest Service, United States Department of Agriculture.

The per capita consumption in this country is 212 cubic feet, of which 110 cubic feet, or a little more than half, is saw timber, and the balance consists of cordwood, continues the department's report, which was recently printed for public distribution.

Including the losses by fire, insects and disease, the total drain on the country's forests is close to 25 billion cubic feet. At the present time this country is growing only about 6 billion cubic feet. However, according to the data contained in the report, if the entire forest area of the country—some 470,000,000 acres—were placed under intensive forestry, about 27 billion cubic feet of timber could ultimately be produced each year. This amount would exceed the present drain on our forests by a relatively small margin.

TEXAS LEGISLATURE AMENDS WORKMEN'S COMPENSATION LAW

The amended workmen's compensation law, enacted recently by the Texas legislature, went into effect on June 14th. It was the only act backed by Texas labor that was passed at the recent session, according to report from Austin. The new law is intended to put damage suit lawyers out of business. It will also increase the compensation of injured workers. In discussing the more important features of the law, one of those interested reviewed it as follows:

A man's life under the new law is valued at \$7,200, as against the \$5,400 of the old law. His eyes are worth \$8,020, or more than his life, as against \$6,000 by the old law.

Under the old law the injured workman was entitled to receive reasonable medical aid, medicine and hospital services for a period of two weeks. Under the new law this limit is increased to four weeks. Under the old law only husband, wife and minor children could recover compensation as beneficiaries without proving dependency. The new law includes parents and step-mother.

The law formerly provided that an injured person should receive 60 per cent. of the average weekly wages, but in no case less than \$5 nor more than \$15, while the amendment provides for a minimum of \$7 and a maximum of \$20, an increase of 33½ to 40 per cent. These increases were based on United States Department of Labor data on the increase of the cost of living from 1913 to 1922.

DOUGLAS FIR IN BRITISH WARSHIPS

In one of the two large battleships now building for the British navy, Douglas fir has replaced teak, according to advices received by the Department of Commerce, presumably because it is much lighter in weight in comparison to its strength.

No statistics are available as to the total quantities of lumber which go into British shipbuilding, but one of the largest shipbuilding concerns in the United Kingdom has kept accurate statistics of the proportion of lumber used by them, and it is probable that these proportions obtain generally in the shipbuilding trade. About 60 per cent. of the lumber used by this company for shipbuilding comes from the United States, Canada and Central America. About two-thirds of this amount (or 40 per cent. of the total) comes from the United States, and consists chiefly of southern yellow pine, 18 per cent.; Douglas fir, 4 per cent.; redwood, 7 per cent.; poplar, 3 per cent.; spruce, 6 per cent.; oak and walnut, 2 per cent. The 40 per cent. which does not come from the North American Continent comes chiefly from northern Europe and British East India, the latter principally being teak. Southern yellow pine and Douglas fir are used mainly for decking, cants, runners and door standards; redwood, poplar and spruce for general joinery work, framing, etc. The spruce is generally obtained in the form of deals from Canada.

Plywood in ship construction is constantly increasing, its principal use being for partitions between cabins, and the panelling of public rooms, saloons, etc. So far the French have furnished most of this plywood for shipbuilding, which is usually a 5-ply wood, the one or both outer faces being African mahogany, with the inner three plies of alder.

Rock elm logs from 20 feet to 40 feet in length have been in some demand. These logs are used for rubbers or bumpers around the outer edge of vessels such as local ferry boats, barges, etc., which are frequently subjected to bumping against piers. They are also used to form a ring inside a dry-dock. There are several large dry-docks now building in the United Kingdom, and this has probably caused the unusual demand. As it is difficult to secure rock elm logs in such lengths, a timber-purchasing agent of one of the larger shipbuilding concerns advised recently that, for the particular work which this company had in hand, rock elm fitches could be used, provided they were at least 20 feet long, 17 inches wide and 6 inches thick.

The shipbuilding industry also uses considerable quantities of dimension hickory, as every boat which is finished is furnished with a complement of several hundred hammers and axes, with a certain number of extra handles.

DRUG TRADE EXTENSIVE USER OF CHITTEBARK

Recent reports from Portland, Oregon, advise that taking chittebark from trees in western Oregon is increasing in activity because of higher prices paid for the product than ever before. Ruling quotations are seven to eight cents a pound for the peeled bark, which is used extensively in the drug trade in the East.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

NEW YORK CITY, N. Y.
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ST. LOUIS COOPERAGE MARKET

The cooperage situation in this city and vicinity, both as to the slack and tight barrel trade, is not much changed from what it was at last reporting. There is a steady demand, with prices well maintained on all kinds of stock. Plants are running fairly full capacity, only a few of them doing any curtailment.

Present and Prospective Trade Conditions Most Promising

A thorough canvass of the slack barrel dealers and manufacturers failed to reveal anything but the most sanguine views of the present and prospective conditions in the trade. Nearly every one to whom THE JOURNAL's correspondent talked admitted that there was but little change in the difficulty in securing staves in plentiful supply—that same difficulty being more pronounced in the case of some manufacturers than in that of others. Most of the manufacturers and dealers stated that there has been but little change in the labor situation at the producing points.

Total of Tight Sales Generally Satisfactory

In the tight barrel field there is but little that is new to record. A good, steady demand is reported from all sources of consumption and the total of sales is generally satisfactory. The price situation seems to be more stable in this branch of the business and the principal manufacturers are feeling quite happy over the outlook. The demand for fruit packages is now at its highest level, and every one is feeling good over the prospects for the apple crop more particularly. Otherwise there is little of particular interest to note at this time.

PENICK & FORD, LTD., PURCHASE DUNBAR MOLASSES BRANDS

A wider market, increased production and larger net earnings for Penick & Ford, Ltd., a leading New Orleans, La., manufacturer of molasses and syrup, are foreseen as a result of its purchase of the brands of Dunbar Molasses and Syrup Company for a consideration of more than \$300,000.

COOPERAGE COMPANY INCORPORATE

Julius Winstein, Tom Mercutio and Jack Rabin are the incorporators of the new Julius Winstein Cooperage Co., St. Louis, Mo. Capital stock of the new company is \$9,000.

WILL ERECT APPLE-GRADING AND PACKING WAREHOUSE

The Loudoun County Fruit Growers' Association, Purellville, Va., has awarded a contract for the erection of an apple-grading and packing warehouse.

A NEW STAVE COMPANY IN PROSPECTS

Mr. John Wellford, according to report, has acquired some tight cooperage interests near Wynne, Ark., which will be operated as the Cross County Stave Co.

WILL ESTABLISH STAVE PLANT

A plant to manufacture staves, heading, shingles and lumber will be established by the Bayou George Lumber Co., Bayou George, Fla., just incorporated.

The cooperage shop of the Dailey Produce Co., Brockport, N. Y., suffered a recent fire loss of \$8,000.

OIL MEN ACT ON "TOO HIGH PRICE" PROBLEM

An open meeting of refiners of Pennsylvania crude oil was held in Warren, Pa., July 5th, to consider the situation of the petroleum oil trade. As a result of the various discussions the following resolution was adopted:

"First. That the prices of American crude oil are higher than the conditions justify and that new production will not cease and the crude reserves of the nation be properly conserved until present crude oil prices are reduced sufficient to curtail production.

"Second. That with such reduced prices of crude oil a reduction of service station gasoline prices may be looked for, which would stimulate the consumption of gasoline and ultimately stabilize the trade to the great benefit of producers, refiners and distributors alike as well as to the benefit of the consuming public and industry generally."

CRUDE OIL OUTPUT STEADILY INCREASING

The daily average gross crude oil production of the United States increased 74,900 barrels for the week ended June 30th, totaling 2,210,350 barrels as compared with 2,135,450 barrels for the preceding week, according to report issued July 5th by the American Petroleum Institute, New York.

The daily average production east of the Rocky Mountains was 1,380,350 barrels, as compared with 1,350,450 barrels, an increase of 28,900 barrels. California production was 830,000 barrels, as compared with 785,000, an increase of 45,000. Santa Fe Springs is reported at 304,000, against 258,000; Long Beach 210,000, against 214,000; and Huntington Beach 105,000, against 102,000. Oklahoma shows a daily average gross production of 506,550 barrels, a decrease of 6,700; Kansas, 84,700, increase of 150; North Texas, 77,700, increase of 2,450; Central Texas, 145,450, increase of 4,700; North Louisiana, 64,100, decrease of 1,350; Arkansas, 153,850, increase of 23,300; Gulf Coast, 100,850, increase of 400; Eastern, 112,000, increase of 1,000; Wyoming and Montana, 135,150, increase of 5,950.

There were no changes reported in crude oil prices for the major districts, Mid-Continent being quoted at \$1.10 to \$2.20 a barrel, according to the gravity of the oil; Pennsylvania crude, Bradford District, Pa., \$3.25 a barrel, and all other Pennsylvania grades \$3 a barrel, and Gulf Coast \$1.75 a barrel.

NO LOGICAL REASON FOR BUSINESS CAUTIONS, SAYS CHAS. M. SCHWAB

Business conditions, on the whole, are on a firm and substantial basis and there is no logical reason for all the cautiousness displayed at present, according to Charles M. Schwab, chairman of the Bethlehem Steel Corporation.

In an interview with the Chicago News Bureau Association, July 17th, Mr. Schwab said: "We have every reason to feel confident of future business. It is only when industry is built upon artificial foundation that we should think of pulling in our sails and looking for a storm. But I see no ominous clouds on the horizon at the present time. There has been a slackening up in business, but I maintain this is a good omen. Fundamental consideration for us to bear in mind is that industry and business, as well as banking, are on an even keel."

Mr. Schwab declared the stock market at times is a very poor barometer on business. He declared there will not be any remedy for labor shortage until changes are made in the immigration laws.

CHILEANS CLAIM WOODEN KEYS CARRYING NUTS, BOLTS AND RIVETS BURST IN SHIPMENT

Sheet iron containers for nuts, bolts and rivets are preferred by Chilean importers, according to the Department of Commerce. They do not want shipments to come in wooden casks that break in handling. Europeans use the sheet iron containers and get the orders. One European firm recently got an order for 15 tons of rivets by cable because American concerns are disregarding instructions to ship in double bags of heavy material, which, while not as good as sheet iron keys, are vastly better than wooden containers. On one shipment 80 per cent. of the wooden keys burst when they were let over the ship's side into lighters, the contents were scattered over the floor and had to be shoveled into bags and later sorted out by hand.

DELAWARE APPLES FOR CIDER AND APPLE JUICE FACTORIES

The early apple crop in lower Delaware and the eastern shore of Maryland will be the largest since these sections became active in apple culture. No unsound fruit is being shipped out of the State, the dropped apples and imperfect fruit being disposed of to cider mills and apple-juice factories.

OIL REFINERIES CLOSE TO ALLEVIATE GLUTTED MARKET

About 7 per cent. of the refineries in the Mid-Continent field have shut down their plants to alleviate the surplus supply of oil which is glutting the market, according to reports received from the Western Petroleum Refiners' Association, Tulsa, Okla.

CABBAGE IN WISCONSIN

A recent survey in Racine, Kenosha, Milwaukee, Outagamie and Fond du Lac Counties, Wis., shows an average decrease in acreage of commercial cabbage of approximately 5.3 per cent. below the 1922 acreage. In some sections, plants were lost due to poor germination caused by the hot and dry weather at planting time and to some damage by maggots. Planting in general has been from ten days to three weeks late. However, favorable growing conditions have prevailed since planting has been completed and the crop in general is in good shape.

Reports indicate that the percentage of early cabbage in Kenosha and Racine Counties is less than last season, and in Outagamie County that there is an increase of from 12 to 15 per cent.

LABOR SURPLUS IN JERSEY

A seasonal change is taking place in the labor market in south Jersey districts.

According to report from Mullica Hill, N. J., July 30th, high-priced month hands on farms are being laid off. Much of this is absorbed by canning industries. Large numbers will gather potatoes and tomatoes, working for so much per basket. The asparagus cutters have gone to pick tomatoes and later fruit.

The professional potato pickers, who follow the potato game from Florida north, are not coming to Jersey this year owing to the poor crop. With all the changes there will be a surplus of labor and a slight reduction in wages.

E. W. Christian has secured a tract of stave timber in Jamestown, Tenn., which he will cut into staves. The tract was purchased from the Fentress Stave Co.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COMPLETE STAVE AND HEADING OUTFITS

Used machinery rebuilt by experts, production guaranteed.

STAVES

Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney, Planers, Oram, Dreadnaught, Gerlach, Jointers, Oram, Gerlach, foot power. Cutters, Greenwood No. 3 and No. 4. Crossers, Oram, Gerlach, Holmes. Presses, Wayne, Hoosier.

HEADING

Saws, Noble, Greenwood, Trevor, 48" to 60". Planers, Trevor, Rochester, 20" and 24". Turners, Greenwood, Trevor, Gerlach, Oram, Rochester. Jointers, Greenwood, Trevor, Oram, Rochester. Presses, Noble, Greenwood.

MISCELLANEOUS

Knife Grinders, Noble, Defiance. Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

FOR SALE—

Holmes No. 48 hoop driver. Brady double-end trusser. St. Joe Stapling machine. Toledo hoop welding outfit. Bliss hoop-forming machine. 60-inch Greenwood heading jointer. Greenwood power-feed heading jointer. Greenwood power-feed heading bolter. Whitney 20-inch stave saw. Oram double-wheel stave jointer. All machines guaranteed.
WAYNE MACHINERY COMPANY,
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FOR SALE
REBUILT STAVE AND HEADING MACHINERY
 Two Greenwood Heading Turners.
 One Heading Sawing Machine.
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ROCHESTER BARREL MACHINE WORKS,
 Manufacturers of "Greenwood" Stave
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MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices. Address E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE—One Glader double-power hoop punch. Address **W. F. ROBERTSON**
STEEL AND IRON CO., Cincinnati, Ohio.

FOR SALE, CHEAP—Base plates, top T castings and upright rods for ten Oram barrel steamers; also one Oram single stave jointer. Address **HIRSCH COOPERAGE AND STEEL PACKAGE CO.**, Houston, Texas.

FOR SALE—Slack barrel heading machinery. Going out of business. **THE JOHN HEIN CO.**, Tony, Wis.

FOR SALE—One complete set slack barrel stave machinery with two barrel saws. Address **ATKINS' LUMBER CO.**, Atkins, Va.

FOR SALE—A Perkins' Columbian heading and shingle machine, without saws; only used one year. Address "PERKINS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Keg lathe, with plates from 5 to 30 gallons. **LANG COOPERAGE CO.**, 825 S. Paul Street, Rochester, N. Y.

FOR SALE—Two Oram Lathes.
 Two Oram Hoopers.
 One Holmes Heading-up Machine.
 One Glader Hoop Expander.
 One Glader Hoop Punching Machine.
 One Oram Riveter.
 One Oram Flaring Machine.
 One Bung Borer.
 Address "COOPERAGE," care "The National Coopers' Journal," Philadelphia, Pa.

MACHINERY FOR SALE

FOR SALE—Tight barrel cooperage machinery.

One Holmes Heading-up Machine.
 One Grotnes Heading-up Machine.
 One Glader Hoop Punching Machine.
 Three Oram Double Jointer Wheels.
 One Thin Hooper Driver.
 Kiln Trucks.
 Barrel Conveyor.
 One 50 H. P. Motor.
 Address "TIGHT," care "The National Coopers' Journal," Philadelphia, Pa.

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WANTED—A man experienced in manufacture of pine heading, to invest from \$5,000.00 to \$10,000.00 with us in a new plant. Must be able to build with economy modern mill and conduct the business from tree to finished product. Address "PINE," care "The National Coopers' Journal," Phila., Pa.

FOR SALE OR RENT—The buildings and ground for immediate operation of a stave, heading and hoop mill in best location on Ohio River and two trunk railroads in Mound City, Ill., with or without boiler plant. Inexhaustible supply of timber can be had adjacent by rail or river at low rates. Present splendid opportunity for stumpage near the plant on Ohio River and milling in transit railroad territory. Cairo, Ill., freight rates to markets. Owners of former operation of saw and planing mill retiring from business. Apply to **WILLIAMSON & KUNY**, Mound City, Ill. Near the Cairo, Ill., industrial district.

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WANTED—Plants to locate.—We have splendid locations for mills to manufacture CUT STAVES, BUTTER TUBS, HEADING, HANDLES, NAIL KEYS, etc.

We have about 50,000 acres of timber lands in Florida, consisting of various hardwoods and southern yellow pine. Our tramroads run right through the timber and connect with railroads, which have low freight rates to adjacent good towns where living conditions, climate and shipping facilities are of the best and freight rates to consuming centers reasonable. Plenty of cheap and efficient labor procurable. For further particulars apply to owners, **WILSON-OTWELL & CONE, INC.**, Jacksonville, Florida.

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FOR SALE—A slack stave, heading and lumber mill, in A-1 running order and located in a section where they are using from 5,000 to 7,000 sets of heading per day. Plenty of hardwood to be had for years to come. Good shipping center both in and out. Have blacksmith shop, 8 sets of trucks, 4 sets of sleighs and tractor for lumbering. Plant located in Marine City, Mich. Address "MICHIGAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Complete heading and stave mill for the manufacture of slack barrel staves and heading; also two portable steam boilers and small Frick saw mill. Will sell in whole or in part. Address "STAVE MILL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SLACK STAVE MILL FOR SALE

FOR SALE—Slack stave mill, good location for timber; fifteen acres of land, on White River. Address **INDEPENDENT COOPERAGE COMPANY**, Ft. Wayne, Indiana.

FOR SALE—Plant, real estate and entire stock of the English Manufacturing Co., engaged in the manufacture of Ice Cream Packing Tubs and Lard Pails. A complete wood-working factory, in an excellent location. Will go cheap. To be sold at public sale, Wednesday, August 29, 1923, at 10 o'clock, A. M.

Address,
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 Antigo, Wis.,
 Trustee for Creditors.

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FOR SALE—We have a number of cars of choice mill-run 28½" mixed hardwood staves, principally black ash, thoroughly seasoned, ready for immediate shipment, and will be pleased to receive inquiries for same. This is all choice Canadian stock. Address **THE SUTHERLAND-INNES CO., LTD.**, Chatham, Ont., Canada.

FOR SALE—TIMBER LAND

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousa, La.

FOR SALE—Three sets for oak staves. Set No. 1 will cut 25 million. Set No. 2 will cut 15 million. Set No. 3 will cut 4½ million. No land to buy. Priced right. Address **W. S. HAVENS**, Altamont, Tenn.

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FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition. Tanks—300 to 18,600 gallon capacity. Casks—85 to 6,000 gallon capacity. Vats and Tubs—275 to 4,000 gallon capacity. Write for detailed list, prices and dimensions. Address **STONE HILL WINE CO.**, Hermann, Mo.

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FOR SALE—We have to offer two cars of cod liver oil barrels, 50-55 gallons, oak, steamed, clean surface; also two cars 2-headed barrels, 50-60 gallons, gum, suitable for dry color, chemicals, etc. Make offer in first letter, f. o. b. Albany, N. Y. **SPEVAK'S COOPERAGE**, 485 S. Pearl Street, Albany, N. Y.

SECOND-HAND BARRELS WANTED

WANTED—A carload of clean sugar barrels, one-head; quote lowest price f. o. b. Albany. **SPEVAK'S COOPERAGE**, 485 S. Pearl Street, Albany, N. Y.

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WANTED—Reliable, experienced man to operate machine cooper shop. State experience, where employed, age and full information in first letter. Address "SHOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Tight barrel heading jointers and pinners; also stave jointers and cutters. **PENSA-COLA COOPERAGE CO.**, Pensacola, Fla.

WANTED—One man to coil hoops and to lap; good season's run. **O. L. BARTLETT**, Mound City, Ill.

WANTED—Experienced foreman to take charge of set of tight barrel machines. Address "BARREL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Three apple barrel coopers. All-season job; pay ten cents a barrel. Address **JOSEPH CAZAVAN**, Red Hook, N. Y.

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WANTED—By man, age 38; experienced in tight barrel business; position as buyer. **ERNEST KLEIN**, 463 Third Avenue, New York City, N. Y.

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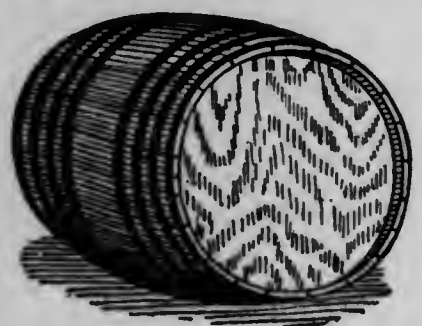
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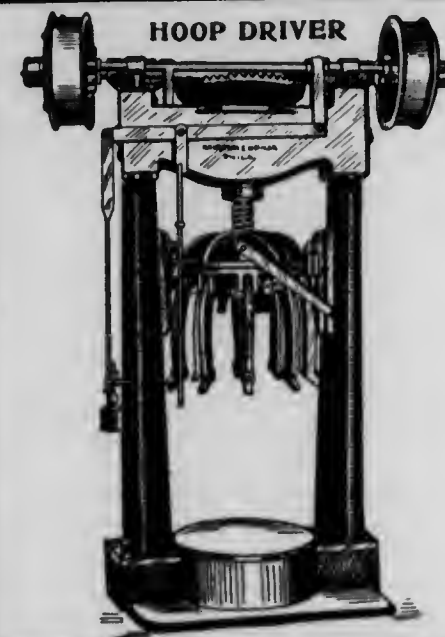
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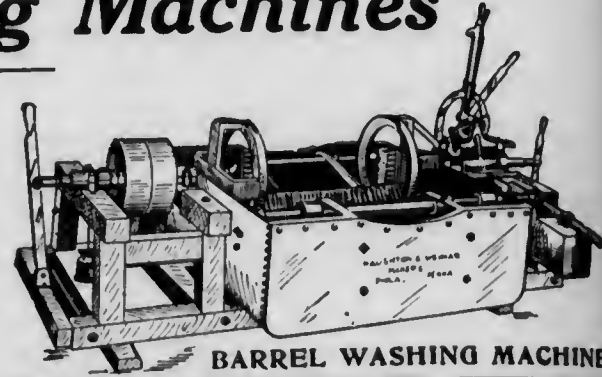
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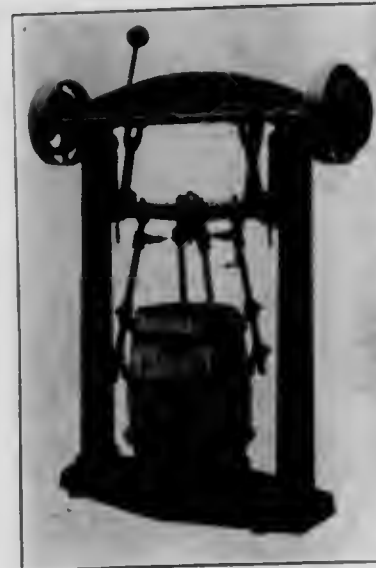
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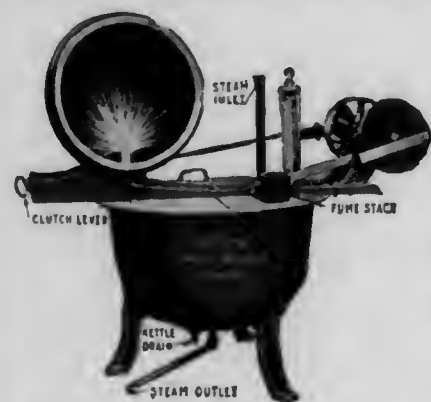
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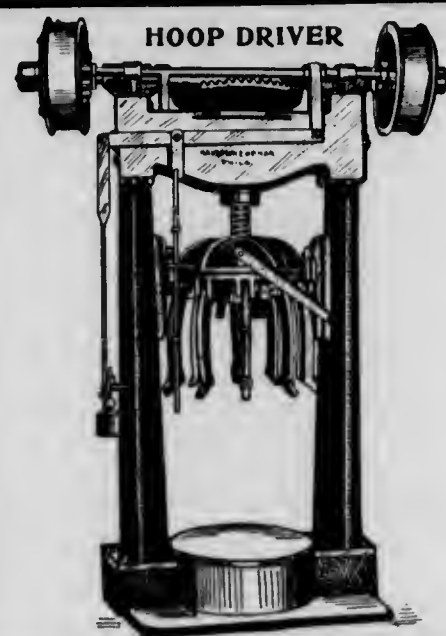
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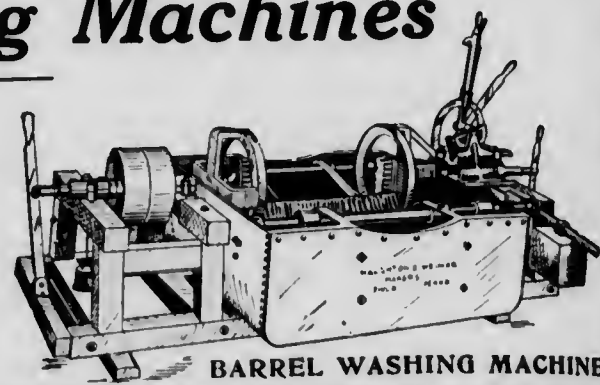
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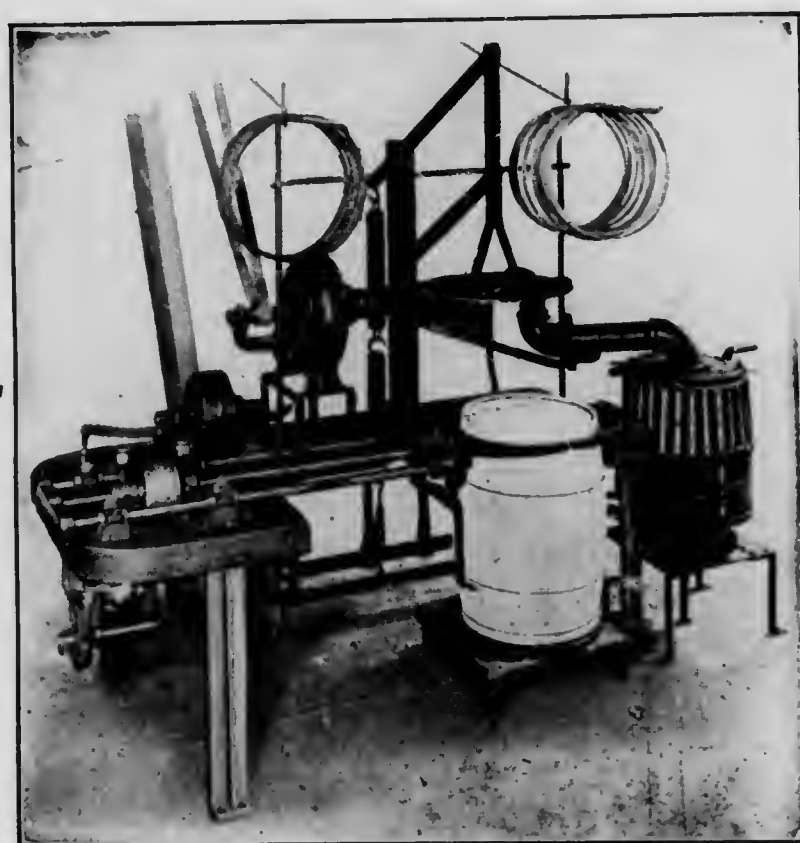
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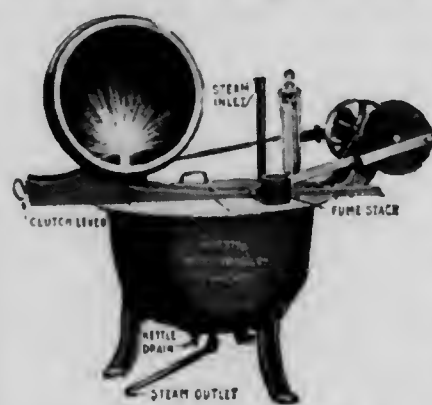


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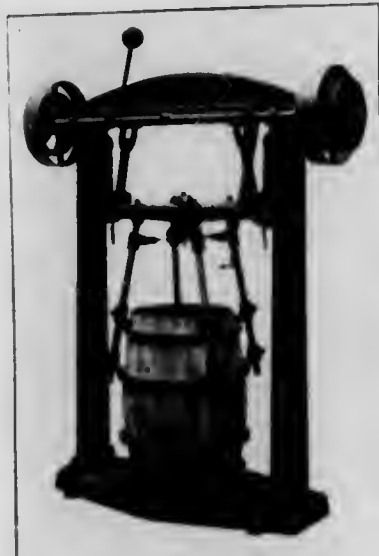


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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

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No. 5

THESE THREE THINGS WE CAN SAY:

On the rising market last year and this, we, as usual, filled all our orders from consumers.

On the falling market during the past few months we took all the stock contracted at mills, regardless of loss or profit.

This policy will be followed without exceptions in our future business transactions.

The custom is not universal.

Cooperage Stock for Twenty-six Years

NATIONAL MANUFACTURING COMPANY
Detroit :: :: Michigan

"THE CHAMPION"
Our unexcelled
Barrel Heater
Over 30,000 Now
in Use



"The Champion" Heats More Barrels
and Does it Better Than Any
Other Heater Made

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**Largest Exclusive Coopers' Tool
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"Hynson" stands second to none. We manu-
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handle orders promptly and satisfactorily. There
is nothing the barrel maker needs that we can not
supply. Place your orders with us now.

Try our
O. K. CROZE,
all metal,
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Hynson's Chamfer Howel or (Go-Devil)

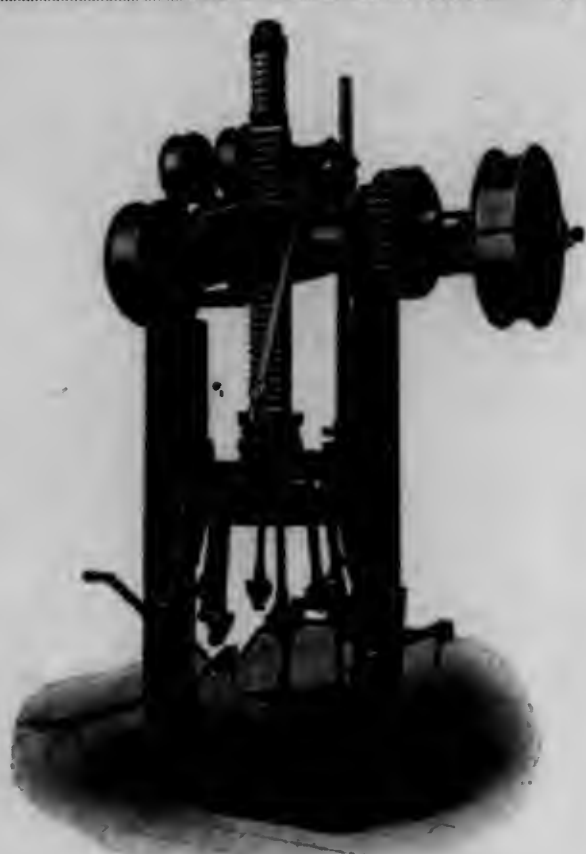
If It Comes from "Hynson" You Know It's Right

ST. LOUIS

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MISSOURI

Holmes Rack and Pinion Hoop Driver



Drives the hoops on oil, vinegar
and similar barrels.

Does twice the work of a screw
machine.

Get prices and particulars from the

**COOPERAGE MACHINERY
MAKERS**

E. & B. HOLMES MACHINERY CO., 45 CHICAGO STREET Buffalo, N. Y.

September, 1923

THE NATIONAL COOPERS' JOURNAL

3

KEGS and BARRELS COOPERAGE STOCK
Any Kind Hoops, Staves, Heading
For Any Purpose Cooper Tacks, Truss Hoops

MORRIS WALSH SONS

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Factory—South 8th and South 9th on Sarah Street

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Shipments is Coming on

With a Good Log Supply, Perfect Kiln-Drying System
and Good Railroad Facilities

We are Prepared to take care of that

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ORDER DIRECT OR FROM YOUR JOBBER!

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Chatham, Ontario, Canada

STOCK FOR
Sugar, Flour, Salt,
Cement, Lime, Fruit
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Alcohol, Wine, Oil,
Syrup, Fish, Olives,
and all kinds of
Casks or Barrels for
Liquids.

**Staves
Hoops
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Liners**

Let Us Quote Prices

We make a specialty
of High Grade Stock
for both Domestic
and Export Trade.

We have a number of cars
of choice Millrun 28' "
mixed Hardwood Staves,
principally Black Ash,
thoroughly seasoned,
ready for immediate ship-
ment, and will be pleased
to receive inquiries for
same. This is all choice
Canadian stock.

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to receive inquiries for
same. This is all choice
Canadian stock.

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Occupies so little space there
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Made in several
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one installed
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Blades made of
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Full or Half Barrel

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TWISTED SPICE Used for slack cooperage BARRELS—sugar, flour, apple, potato, veneer truck, fish, salt, lime, KEGS and BASKETS
ELECTRIC WELDED Used for smooth woodenware, butter, lard and wash tubs, candy pails, jacket cans, etc.

Made to measure ready for use. Strong, economical, easily applied.
Made of specially adapted steel in plain, bright or other finishes.

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**BARRELS
CASKS
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Cars Straight, Matched or Mixed

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Thirty years of
Quality pro-
duction is the
foundation up-
on which our
leadership in
the trade is based. Our equip-
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placed at your
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SLACK BARREL MATERIAL

1104 BOOK BLDG. DETROIT, MICHIGAN

Satisfaction vs. Continued Patronage

Our "Bone-Dry" Gum Mixed Timber Heading having once been used is thereafter always sought by the trade because it is turned true to size from thoroughly kiln-dried lumber, insuring satisfactory use. We desire to sustain our established reputation for furnishing good quality, well manufactured Heading.

"BONE DRY"—A SAFE BUY!

HIMMELBERGER-HARRISON LUMBER CO.

SALES OFFICE: Cape Girardeau, Mo.

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We are now equipped to furnish
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Does "INDEPENDENT" flash in your
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We Want It To!!

We want you to know us — our business
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The National Coopers' Journal

PHILADELPHIA, SEPTEMBER, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 5.

THIRTY-NINTH
YEAR

New Orleans Reports Calamity of Cooperage Trade Is Manufacturer Who Accepts Business at Less Than Cost Just to Keep Going.

Cooperage business in New Orleans and surrounding territory is dull, but still it is better than could be expected, for while in former years work stopped entirely during the summer months, it only slowed down this year. Most of the shops have had enough work to keep in practice and some of them have even made expenses during their summer vacations, which is decidedly better than common.

In one respect, however, this midsummer dullness is a calamity. Some men are so anxious to make a good showing that they will accept orders for barrels at less than the cost of materials and manufacture, believing that it is better to lose a little money on a few orders than to let their shops lie idle under expense. This is the worst mistake that could possibly be made, for if one order is taken at less than cost it fixes the price. To continue at that price means ruin, and it is difficult to show customers why prices should be jumped up after they have been voluntarily lowered, and the whole trade suffers from one man's anxiety to keep things going.

Barrel Makers Not Adverse to Paying a Living Price for Cooperage Stock

This same reasoning applies to the stock mills. A cooper can have no objections to paying a living price for his materials, but every now and then some mill man will, for some reason, usually to get a little ready money, sell a car of staves or heading for less than the actual cost of production, and this simply demoralizes the market. Nobody wants a price-fixing combination or agreement, but every manufacturer should know what his cost of production is, and should fix a price on his output that will give him a decent, living profit, and should stick to that price. Even if he is willing to ruin himself he should not ruin others by cutting prices below cost.

Stock Mills Are Now in Active Operation, But Stocks on Hand Are Small

Stock mills throughout the South have had their usual troubles to contend with, such as heavy rains and labor shortage, but nothing worse than common. Most of the mills are now in active operation, but stocks on hand are small, and demand is fair. In fact they find it harder to produce the goods than to make the sales.

Package Demand for Cottonseed Products Will Soon Open Up

The cotton picking season is now on and the oil mills will soon be in full operation, with their usual large demand for containers for cottonseed oil products, so the season for buckets, tubs and barrels for lard, oil and butter will soon open.

No Immediate Demand for Produce Barrels

During ten months in every year garden crops are both planted and harvested in this section, but during the months of August and September nothing is planted and but little is harvested, so at present there is no immediate demand for produce barrels, except, perhaps, a few barrels for potatoes.

Oyster Barrel Season Not Yet Active

September, to be sure, is spelled with an "r," but for all that there are no oysters being shipped, and there will be no demand for oyster barrels until the weather is cooler in the North, when this trade will open up, with the usual demand for occasional lots of barrels.

New Orleans Has Some Specialists in Export Trade

The export business is now very quiet. A few shipments have gone to Europe but that trade is now insignificant. Trade with Latin-American countries is said to be fair, but the larger shipments, if any, are sent out through the Mobile port, and the part of the trade that is secured by New Orleans is in the hands of firms that specialize in that line and know the requirements of that trade and the customs of the buyers. These few firms find the business very good, but those outside of that circle are not trying very hard to get in. You have to study this branch of trade to make a success of it.

Why Yams (Sweet Potatoes) Should Be Barreled

One of the most important farm products in the South is the yam. The ancient Hoosiers called this succulent tuber a sweet potato, but the Ku Klux will get you if you call it that down here. Play safe, and be sure to call it a YAM.

Government Supplies Trained Scientists

These yams, celebrated in song and story, as well as on bills of fare, had one great defect—they would not keep well, but at last the remedy was discovered. It was only necessary to dry out the superfluous water and the yams would retain all their virtues and keep indefinitely. The government accordingly sent trained scientists throughout the yam-raising territory to assist in the building of dry kilns and storage houses, and to give full and free instructions regarding the proper handling of yams. The inventor of the new process was hailed as a second father of his country; all southern farmers received instructions and became experts in the art preservative of yams, and the yam multiplied and grew great. The yam dry kiln has become an established institution, and in Alabama, Mississippi and Louisiana there are numerous dry warehouses with capacities ranging from 1,000 to 10,000 bushels.

A Highly Specialized Crop Carelessly Packed

The yam is now an important crop in some localities, but it presents a strange anomaly. The product is carefully raised by highly skilled, and usually highly colored agriculturalists, then kiln-dried, cured and prepared for market by experts trained by the scientific representatives of the greatest government on earth; representatives of the greatest government on earth; storehouses it is transported in sacks, dumped on wet sidewalks, stored in damp corners on oozy, concrete floors, abused and kicked about in sacks, as if it were plebeian rubbish instead of aristocratic food.

Barrels for Yams Should Be Snug and Close to Keep Moisture Out

If the yam is prepared for the market with such elaborate care, why not market it in a package befitting its importance and dignity? In fact, why not put it in barrels and protect it from contamination and from the moisture that has, at such trouble and expense, been driven out of it? Barrels for Irish potatoes must have ventilating holes to let the moisture out, but barrels for yams should be snug and close to keep the moisture from getting in, so the yams will keep in the same state in which they came from the kiln.

Not a Single Barrel Yet Used for Yams. Some Progressive Cooper Should Open Up This Trade

It is true that the history of the whole world fails to reveal a single instance in which yams were shipped or stored in barrels, but why not begin now? This is an age of progress and improvement. The arts of a higher civilization have improved the yam, so why not improve the methods of shipping and marketing it.

The Associated Cooperage Industries of America could do humanity an inestimable service by offering a prize to the first cooper who sells a barrel as a container for yams. This feat has never yet been performed, but it is not impossible. For the love of wholesome food, common decency and pecuniary profit, let some cooper try it.

Need of Truck Barrels Greater Than Use

With the rapid increase of the trucking area in this section, and the larger production of many other staples for shipment, the need of barrels is growing rapidly. In fact, the need of barrels is increasing much faster than their use, for shippers in the country and in small towns have trouble in securing the right packages and are forced to use substitutes. Of course, there are many little shops on farms and plantations that supply the local needs, but the small country shop is usually more trouble than it is worth, for to make barrels profitably they should be made in quantity and by machinery.

Troubles of the Shipper Who Makes His Own Barrels

If the out-of-town shipper buys stock and makes his own barrels he is at disadvantage, and if he buys his

stock in shook form it costs more, and it is almost as much trouble to set up the barrels as it would be to construct them in the first place. If he buys barrels ready-made he can get them well made and cheap enough, but the high freight rate on the empty packages will eat him up. If he needs 1,500 barrels during his season he may possibly get them delivered in six cars, but it is more likely to require seven cars to transport them, and freight on seven cars, even at the minimum rate, is a large item, while delivery by truck, at this stage of the game, is scarcely practicable.

Telescoped or Nested Barrels Spell Relief for Truck Shipper

The only relief, then, for the country shipper is the nested or telescoped barrels, for when using these he will have to pay freight on only one car, instead of on seven.

There is one danger, however, that must be guarded against in buying the telescoped barrels. If they are made in a hand shop, and by men not thoroughly familiar with this particular line of work, they are likely to go to pieces in transit, so that when they reach destination they must be unloaded with stable forks and scoop shovels, and in this motor age these implements are not always included in the equipment of the consignor.

Should Be Chamfered and Crozed by Machinery

To make a telescoped barrel that will carry well and reach destination in good shape it should be made of well-seasoned materials, and it should be chamfered and crozed by machinery, so the croze will be uniform all around and exactly fit the bevel of the heading, making an air-tight joint. The hoops should be driven by machinery, and all the work should be in the hands of men experienced in that particular branch of the trade, and who do not work by the piece, as piecework places a premium on careless workmanship.

All this sounds arbitrary and complicated, but Mr. Schreiber, superintendent of the Ozark Cooperage and Lumber Co's shop, says that it is the simplest and easiest thing in the world, if you know how.

When Well-Made Telescoped Barrel Is Safest Package

Many people are still skeptical, some of them justly so, of the carrying qualities of the telescoped barrel, but the shop of the Ozark Cooperage and Lumber Co., being specially equipped for this line of work and employing men who know the business, has never yet had so much as a single package of this kind damaged in transit. When well made it is the safest package made.

Preparing for Big Business

The Southern Cooperage Co. is stocking up and getting ready for the big produce shipping campaign that will soon open.

Beck & Jones are adding to their already large stock and are ready to fill orders of any size in their line.

The Crescent Cooperage Co. is at work on some large orders for shoos. They specialize on this particular line of business, and so make a success of it. They are reducing their large stock of materials rapidly, and are in the market again.

CHICKASAW COOPERAGE CO. MAY CONCENTRATE INTERESTS AT NEW ORLEANS

According to report there is a possibility that New Orleans may become the real center of cooperage production in the South. The largest producing plant in the South is that of the Chickasaw Cooperage Company at Memphis, this company also operating a large plant at Gretna, across the river from New Orleans, and having an office in the Whitney Central Bank Building.

It is understood the company has on hand a deal whereby the plant at Memphis may become the property of chair manufacturing interests of the United States and converted into one for the manufacture of dimension stock for the chair industry. In this event it is the plan of the company to concentrate its cooperage production operations in New Orleans and if the deal goes through there is no doubt but what the plant at Gretna will be materially enlarged, as the company has ample ground for the purpose.

Walker L. Wellford, of Memphis, is president of the company. It may also mean the establishment in New Orleans of the actual general offices of the company.

Louisville Reports Excellent Trade Outlook for All Lines of Cooperage as Fall Business Opens Up.

The general situation remains much the same in the Louisville cooperage trade as when last reported. Right now there is a very fair demand for slack cooperage and an excellent outlook, due to the large apple crop. There is a fair demand from millers for flour barrels; some business on salt, sugar and general containers, and, due to the fact that general business is active, all this means better demand for packages from all lines as the months roll on. Prices are firm on slack barrels, although stock prices are slightly lower.

Keg Demand Is Steady

In tight cooperage there is a very steady demand for kegs in various sizes, and this demand is keeping plants busy. Half-barrels are also active. While the barrel demand has not been as active as was anticipated, it is, and has been, good as a whole, although a good many barrel lines are being used for production of kegs of large size, or half-barrels.

Barrel and Keg Prices Are Firm

Barrel and keg prices (ruling August 20th) are firm, even in the face of the report that there is a little price-cutting being indulged in on oil packages. Red oak oil barrels are quoted at \$2.85 for 45-gallon size, with white oak at \$3, plain spirit barrels, \$5; charred barrels, spirit, \$5.50; gum barrels, \$2.35. Very little stock is being bought or sold just now, so that prices are hard to secure and could not be used as a ruling market.

The Wine Shook Export Trade

It is reported that there is some export demand developing on wine shooks, but it is also reported that stock continues a little scarce. This situation will probably continue for a while, as the result of the long, wet spring and light production for some months. Present production is on the increase, but jobbers and manufacturers report that they could sell a good deal more material, especially keg and half-barrel stock, if it was available.

Slack Barrel Price Markets

Slack barrel prices show four barrels at 80ca85c; sugar, 90ca\$1; one-head produce, 60c; two-head produce, 65c; poultry, 70ca80c; No. 2 stock, sugar-sized produce, 70ca75c.

Slack Stock Price Market

Prices of slack cooperage stock are lower on staves and hoops, but heading is holding up. No. 1 gum staves, 28 1/2 or 30 inches long, are quoted at \$13a\$15 a thousand; No. 2, \$9a\$11; mill run, \$10a\$12. In heading, flour size is 15 cents a set for No. 1, and sugar size, 17ca18c; with mill run, one cent under, and No. 2 stock three cents under No. 1, per set. Six-foot elm hoops are down to \$15a\$20 a thousand.

Approach of Cooler Weather Eases Labor Situation

The labor situation in Louisville is just about what it has been, but with cooler weather at hand the situation is showing just a slight improvement. Louisville has had an abnormally hot summer, which has slowed down work and made for frequent lay-offs. General labor is scarce and hard to handle, while wages are abnormally high, with no prospect for any letting up for the time being.

A. E. Scott Makes New Connection

A. E. Scott, manager for the past several years of the Louisville division of the Atlantic Tank and Barrel Co., has recently resigned to become director of public relations for the Interstate Public Service Co., Indianapolis, one of the great Insull electric interests. Mr. Scott's successor will be named about September 1st. In the meantime, A. Herb, from the New York office, is supervising things at the local office. Mr. Scott is rated as a very fine executive, and should do some excellent work in his new position.

Another Consolidation

Slowly the local slack barrel plants have been consolidated until it is almost a one-company industry in Louisville. Just recently a deal has been closed whereby the J. D. Hollingshead Co. has taken over the business of the Smith Cooperage Co., which brings practically all of the slack business under one organization. The Gambrinus Cooperage Co., operated by Phil Sengel & Son, makes some few slack barrels, along with tight lines, but does not push them. In the Hollingshead-Smith Cooperage deal, the two plants will be retained, and for the present the Smith Cooperage Co. will retain its identity, but all business will be handled through one office. It is proposed to operate the Smith plant principally on city business, leaving

more capacity in the Hollingshead plant for shipping. At times when business is slow only one plant will be run. Paul Dysart, Jr., is general manager of the local division. D. H. Quigg, who has been head of the Smith Cooperage Co. since buying out E. O. Smith, some three years ago, will continue with the Hollingshead Company and will manage the operation of the Smith plant during operating periods. The latter plant for some years was owned by the Louisville Cement, or J. B. Speed interests, and made up that company's salt and cement packages.

Busy on Beer Casks for Spanish Honduras

George Sengel, of Phil Sengel & Son, operating the Gambrinus Cooperage Co., reports that the company is fairly busy at this time on beer casks for Spanish Honduras, and had also been making up some tanks for both oil and water. The company showed an increase of about 15 per cent. in its ice cream pail production this year and about 40 per cent. in production of ice packing cabinets for ice cream. Just recently the company has started making pickle kits, this being an entirely new venture. This company can be called the most general cooperage plant in Louisville, as it makes all lines of tight cooperage, as well as slack.

Tobacco Hoghead Makers Will Have Big Year

Indications are that the manufacturers of tobacco hogheads will have a big year, as the acreage of tobacco has been greatly increased this season. Reports from some sections of the State indicate that tobacco growers are having a lot of trouble with tobacco worms and insects this season, but considering the acreage and general condition, a near bumper crop is in prospect. It is reported that cutting will start quite early this year.

Mr. Garrett Will Not Serve

H. Green Garrett, of Winchester, Ky., official of the Broadhead-Garrett Co., has announced that he will not serve as chairman of the Kentucky State Road Commission, following fall elections, at which time the term of Governor E. P. Morrow expires. Mr. Garrett, in accepting the position, did so merely to aid Mr. Morrow, and stated that he would not serve for the full period of appointment. In a bitter political campaign this fall in the gubernatorial contest, Mr. Garrett has been made the target for a lot of unjust criticism in connection with the work of the department, and rather resents it.

Vacation Time Is Almost Over

Vacations are rather upsetting the schedule of the Louisville division of the Southern Hardwood Traffic Association at the present time as three members have been away, and when these return three others will be away for two weeks, which will complete the vacation season. J. S. Thompson, directing manager, is spending a couple of weeks on a motor trip to Atlantic City; while M. S. Shadburne, manager of the claim adjustment department, is spending a motor vacation at Fox Lake, Wis.

If One Could Only Recover for All the Damage the Weather Inflicts

An interesting suit was recently filed against the Louisville Point Lumber Co., hardwood operators, by Mary A. Webb, who charges that she was injured on August 24, 1922, when, during a storm, lumber from the company's yard stacks was blown across Pocahontas Street, and into her yard, a board striking her on the arm and inflicting severe injuries. This is the first suit of its kind that has ever been filed here, so far as can be learned. The court decision will be of interest to the lumber and allied trades. The company carries insurance which protects it against any such claims and does not stand to lose anything. The suit is for \$10,525. In view of the fact that it will be hard to show any negligence on the part of the company, as uniform stacking methods were employed in the yard, it is believed that the company can beat the suit on the grounds that it was an act of the elements, or an act of God or Providence, beyond the control of the company.

Mr. A. P. Young Passes Away

A. P. Young, of Liberty, Ky., member of the Dink Wilkinson Co., one of the largest stave and heading manufacturing concerns in eastern Kentucky, and cashier of the Commercial Bank, Liberty, died at his home in Liberty, on August 15th, following an illness of but two days. Mr. Young is survived by his widow and three children.

MOBILE GETS SAME RATES ON STAVES AND SHOOKS AS NEW ORLEANS

Railroads have agreed to give Mobile, Ala., the same rate on staves and shooks for export as New Orleans has from Texarkana, it is announced by the traffic department of the Mobile Chamber of Commerce, which has been handling the matter. The present rate is 28 cents to this city, but it will be reduced to 24 cents, the New Orleans rate. Considerable quantities of shooks and staves come from that section to Mobile for export to South America and the islands.

COOPERAGE SHOP OF LIME COMPANY BURNS

The cooperage shop of the Roche Harbor Lime Co., San Juan Island, Roche Harbor, Wash., was destroyed by fire recently.

John S. McMillan is president of the company, which is one of the largest engaged exclusively in the manufacture of lime in the world. It was one of the first manufacturing plants to be erected in the State of Washington, having originally been started with the reduction of lime rock for the Hudson's Bay Company. At the time of the fire the big shipping warehouse was practically empty, a shipment of 10,000 barrels having been recently made.

Officials of the company were in Anacortes August 1st ordering timber and lumber for rebuilding the plant.

MICHIGAN CONSIDERING STATE-OWNED CEMENT PLANT

Establishment of a State-owned fertilizer plant in connection with a proposed State-owned cement plant, whereby convict labor could be profitably employed supplying cement for road building and fertilizer for Michigan farmers at low cost, is under consideration by Governor Alex J. Groesbeck, according to report.

PACKING HOUSE TRADE ASTONISHINGLY GOOD IF—

Recent report made by Armour and Co., Chicago, Ill., says that "if it were not for the slowness of the beef trade, packing-house business might be classed as astonishingly good. Export trade has been particularly gratifying. Large quantities of fats and meats are going to Central Europe and trade with Great Britain continues to be good."

And it is in the little "ifs" that business men lay all their trade snares. Why not concentrate on the "astonishingly good?"

DECLINE IN CALIFORNIA OIL WELLS

Oil field operations reported to R. E. Collom, State oil and gas supervisor, show that the total new wells in California this year is 808, as compared to 839 to the same date last year. Twenty-four new wells were started in the State during the week of August 6th and four wells abandoned.

PROCTOR & GAMBLE SHOW BUSINESS GAIN

The net earnings of the Proctor & Gamble Company, Cincinnati, Ohio, manufacturers of soap and by-products for the fiscal year ended June 30, 1923, totaled \$8,532,825, as compared with \$7,340,327 last year, according to the annual report sent to stockholders August 14th by William Cooper Proctor, president of the company.

The volume of the sales during the year amounted to \$109,776,389, an increase of \$4,121,003 over the previous year.

STORING SUGAR AT BALTIMORE

The Franklin Sugar Refining Company, Philadelphia, Pa., has leased space from the city of Baltimore, Md., on Municipal Pier No. 2, which will be fitted up at once for the storage of sugar, much of which is being taken to Baltimore from Philadelphia for distribution.

WILL BUILD NEW PACKING PLANT

The J. A. Baker Packing Company, Asheville, N. C., has purchased a site on the Broad River, near the Southern Railway's main line, and will construct an abattoir and meat-packing plant with cold storage facilities. The company was recently organized with \$500,000 capital. John A. Baker is president and T. P. Gerety, vice-president.

NEW PACKAGE PLANT ORGANIZED

Organized to manufacture baskets and crates, the Jacksonville (Fla.) Basket and Crate Company has been incorporated with R. R. Otwell, president, and G. E. Otwell, secretary. Capital stock is \$250,000.

G. I. FRAZIER CO. REPORTS GENERALLY ON THE TIGHT STAVE AND HEADING MARKET

J. R. Williams, of the G. I. Frazier Co., tight stave and heading manufacturers, Nashville, Tenn., is issuing some very interesting trade reports, the following being the second so far received:

"The purpose of getting out these reports," says Mr. Williams, "is an attempt to assist in the stabilizing of the cooperage market, and to give dependable information relative to conditions in the industry."

"Mill men are, no doubt, having troubles of their own, and we have not received many comments from them relative to our efforts, but from their response in filling out our questionnaires and the response from the buyers, which are most gratifying, we believe that these reports will serve a useful purpose in keeping the buyer and seller informed on conditions. Every effort is made to make these reports as accurate as possible, and we believe that they do reflect actual conditions."

"It must be remembered that over three hundred stave and heading manufacturers report conditions monthly, and this digest is merely a compilation of these reports. This report hereafter will appear on the tenth of the month."

Alabama

"Reports from manufacturers in this State seem to indicate that the weather is good and that the woods are rapidly drying out; that the roads are in fairly good shape and the labor supply is showing a further improvement. In common with other States, bolt-making seems to be the difficult feature of operating, but as crops are all in, it would seem that bolt-makers may become more plentiful until cotton-picking time. The logging and lumber industry seems to be getting the best of labor on account of rather fancy prices, but taking the year as a whole it seems like production will run around 40 per cent. or 50 per cent. normal."

Arkansas

"As usual, weather conditions in this State are varied—some report dry weather while others report rain. Roads seem to be only fair, with labor getting a little more plentiful, but still far from being efficient. Bolt-makers are very scarce, and while some report that they are able to huy wagon bolts, there seems to be no bolts on the railroads at all. Hauling was in better shape than it was in the last report, and if labor improves any in efficiency it would seem like the production will run somewhere around 40 per cent. normal."

Florida

The rains seem to be letting up in this State, and manufacturers are just beginning to start production. They do not seem to be having much trouble with labor and we look for a considerable improvement in this State, and, of course, within the next few weeks; however, on account of a late start it seems hardly probable that they will produce more than 30 per cent. of normal production, which is small in the aggregate."

Georgia

"Production in this State seems to be better and reports of various manufacturers are rather optimistic. With any kind of fair weather the balance of the year we believe that Georgia might produce around 40 per cent. or 50 per cent. of its usual production."

Kentucky

"Conditions in this State have improved considerably, but the roads are still soft and not much hauling is being done. The fight for labor seems to be between the stave men and the lumber people, with the lumber people getting the best of the argument. Owing to the fact that good timber is not in very accessible locations, manufacturing staves in this State is rather an expensive operation. None of the producers figure on a large production, but rather that they will produce a nominal quantity that they can finance themselves and then hold them for a market which they believe will come about this fall."

Louisiana

"Manufacturers in this State are still reporting labor extremely bad, in that it is very expensive and not very efficient. Weather seems to be very dry and hot, and everything seems to have improved with the exception of bolt-making. Common labor seems to have improved, but bolt-makers are extremely scarce; however, the manufacturers on a whole are in an optimistic frame of mind, and it is possible that production will be pretty good in Louisiana."

Mississippi

"Reports from manufacturers in this State are rather conflicting, but taken as a whole we believe that there has been an improvement. It seems that they are still having some rain, which leaves the roads and

woods very soft, and with a scarcity of a certain class of labor the mills are without bolts, and, consequently, shut down. Some manufacturers think that their production for the entire year will run about 50 per cent. but we are inclined to believe that 40 per cent. would be more nearly what it would turn out to be.

Oklahoma

"We have only been able to locate one manufacturer in Oklahoma, and he reports everything hot and dry, and seems to be bothered considerably with dusty roads. The heat, together with lack of demand, makes him see his production at about 30 per cent. normal."

Tennessee

"There is very little change in conditions in this State during these two weeks, and as is the condition in other States, bolt-making seems to be in a worse condition. Due to the scarcity of labor and lack of bolts, production is only about 30 per cent. at the present time. This may possibly improve to 40 per cent. before the year is out, but we are not sufficiently optimistic to predict more than 40 per cent. in this State. It seems like a lot of the old stave and heading labor have turned their efforts to the more profitable channel of attempting to defeat the Volstead Act; as a consequence, what labor is secured in east Tennessee has to be trained to its particular duties."

Virginia and West Virginia

"Reports from these two States are rather pessimistic, and it does not seem like production is going to pick up any. Unless there is some material change, we would not like to put these States down for more than 30 per cent. of their normal production."

"A trip through the eastern markets, as well as the Lakes and Missouri River territory, seems to indicate that the demand for wines is nothing, while oil grade stock is very dull, and about the only people who are really in the market for finished packages at the present are the food and packing concerns. This latter class does not appear to be very eager and are willing to take care of their requirements for sixty or ninety days. Reports on crop conditions look like all crops are running from thirty to forty days behind, and it may be that the demand for food packages will not start until about the first of September."

"Demand for new cooperage in Europe has disappeared, but if financial affairs across the waters can ever be settled we believe that there will be a considerable demand from that quarter. In view of the outlook of business generally, we believe that conditions in the cooperage industry are fairly good. With production running around 40 per cent. to 50 per cent. normal, and the demand at about the same, we believe it would be unwise to increase production very much until such a time as a more accurate forecast of demand can be made. Some of the best business forecasters are advocating buying from hand to mouth or for immediate use. We are inclined to believe that cooperage buyers would not be unwise in committing themselves for the balance of the year."

"In view of the cost of labor, it does not look like staves and heading could be any cheaper, and if the demand picks up any at all this will probably make an increase in prices. It is not probable there will be any shortage of stock, except possibly in one or two particular kinds or sizes, but as the matter seems to be now, the supply and demand are about equally balanced."

THE WOODEN BARREL—THE KING OF SHIPPING PACKAGES

JONESBORO, ARK., August 14, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We recently received a six-hoop tight barrel in which there were 94 pounds of primer paste-form paint ground in linseed oil, total weight being 1,024 pounds for the barrel. This, we feel is a record load for a barrel to carry, which arrived in perfect condition. Last fall we received a shipment of malleable castings in slack barrels of a weight of 720 pounds.

We have often wondered as to how many stave and heading manufacturers really know the strain staves and heading are subject to after they are formed into a barrel, and we want to say that the men who made the staves and heading for the two barrels mentioned certainly knew their business.

Yours very truly,

C. T. STICHOTHE MFG. Co.,
Per G. T. Stichoth.

WILL MAKE SLACK STAVES

Slack barrel staves will be manufactured at Saluda, S. C., by R. H. Etheredge, according to report.

A SANE TRADE REVIEW AND SOME SAGE ADVICE, BY A. L. HAYES

NASHVILLE, TENN., August 4, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

After a connection of about thirty years with the tight cooperage and the tight cooperage stock industry, I have come to the conclusion that in describing its various phases, that the old "Saw" would be apropos:

"There was a little girl,
And she had a little curl,
Right in the middle of her forehead,
When she was good, she was very, very good,
But when she was bad,
She was horrid."

Just at the present time I would say that the business from the standpoint of the manufacturer is horrid, and if the stave and cooperage people were not optimists many of them would be taking a "rest cure" on account of nervous prostration. How to remedy the present demoralized condition of the industry is a problem which I think time will work out satisfactorily, but I do not know what some of us will look like when this is accomplished. It may be like the saying of the old surgeon, "The operation was successful, but the patient died."

In an effort to get a line on conditions in the various branches of the industry, from time to time statistics of stock on hand and in process of the manufacturer are compiled. The information thus obtained is no doubt valuable up to a certain point, but unless it is compared to the demand, it is not productive of much good, as the law of supply and demand is inexorable.

In discussing business conditions as related to the cooperage industry we frequently refer to them as being normal, a certain percentage of normal, either above or below. Now what I would like to know is, "What the dickens is normal?" as related to the business. This question is very much like that of a "Living wage," and "How old is Ann?"

Until the question is decided it would appear to me that some of these statistics would be deceiving. The Government in getting up its statistics on crops use a ten-year average. Now, are we to do the same way, or must we consider the demand as compared to the capacity of our mills, and throw everything else in the discard?

In figuring production, taking the business as a whole, we should say that the mills, both staves and heading, are operating not to exceed 3 per cent. of their capacity. Some of them are operating about 15 per cent., some possibly as high as 75 per cent., and others not operating at all. Regardless of the percentage of operations, the overhead runs a 100 per cent., which must be figured in the cost of production.

In view of the increase in wages, and the inferiority of the class of labor frequently employed in production of staves and heading from the stump to the car, our costs have mounted, and at present selling prices of both staves and heading, we are in the same position as the farmer with his 75-cent wheat; hence, to continue in business, one or two things has to happen, either the cost price must decline or the selling price advance.

In the old days when there was no demand for our material, mills were shut down until there was a demand that would permit of their operation at a profit, instead of cutting production. Since that time, however, things have changed, and instead of cutting production, the rule seems to be to cut the price. This, of course, is demoralizing to both stave men and the cooper.

It is all guess work to say when conditions will get better, but for the present, would suggest closer cooperation between the cooper and the manufacturer, produce little, and make no long-time contracts.

Yours very truly,

A. L. HAYES.

WILL MAKE A PATENT BARREL HEAD

John O. Wilson, president of the Helena Unit Hoop Head Company, Helena, Ark., is now purchasing machinery for the company's plant which, it is reported, will be in operation within three months. The Unit Hoop Head Co. will make a patent barrel head, according to claim, which will take the place of four hoops. The capacity of the plant will be 10,000 daily. The officers of the new company are John O. Wilson, president; S. Straub, vice-president; D. T. Hargraves, secretary and treasurer; Messrs. Wilson, Straub, Hargraves, C. M. Johnson and W. H. Howe, directors.

The cooper shop of Charles E. Flanders, Waldoboro, Maine, suffered a recent fire damage of \$1,500.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Coopers' Industry



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NEW ADVERTISER

The Fanner Manufacturing Co., Cleveland, Ohio.

ONE WAY TO LOOK—AHEAD—AND THE FUTURE IS PROMISING

Lagging confidence and flagging interest have undergone a decided change since a month ago. The pick-up in business generally is already noticeable with the closing of August and every indication is that the fall and winter trade will be all that could be desired, both in the matter of demand and ruling prices. Definite activity shown in advance business plans is evidence that the summer slow-up is not only passing, but that in the minds of the progressives it is already past.

As the prosperity of the cooperage industry is foreshadowed in the general prosperity of the country at large, the outlook for our trade as a whole can be proclaimed encouraging in the extreme and this, too, in the face of such handicaps as are now acknowledged, but which will, as time moves on, be minimized as they always are.

The cooperage industry, not being heir to any more trade difficulties than fall to every line of live and worthwhile manufacture that is an integral part of our business life as a whole, the JOURNAL has always held high the lantern of "Optimism and Good Cheer." The roughest road traveled with good cheer is the soonest navigated and, guided by optimism, there is not a trade rut that escapes attention or can not be taken with a lessened jar.

Let each attend to his own business in the way he knows best it should be attended too, give just and right thought to one's fellow-man, seeking or perpetrating nothing the results from which he would not care to enjoy himself, and the way of business, as well as the way of life, will work out but one trinity, "Happiness, Health and Wealth."

One of our country's big men, in speaking of the crisis in his industry recently, said, "Forty years I have been connected with this line of industry, and if conditions ever ceased to be abnormal in some aspect of the trade all the time, I should find it very dull, indeed."

The more complex the situation, and the harder the job, the more satisfaction there is in it for the man who conquers. It is not what we take out of a business, but what we put into it that really counts. The man who sees profits, and profits only, is the one who loses the real joy of business life. It is the daily planning and yearly building, sometimes with the odds in one's favor and sometimes not, that makes for expansion in the business man himself, the only place where growth or increase of any kind means anything worthwhile.

Therefore let us prepare for the coming months' business. There will be plenty for all and it will be profitable according as each manufacturer makes it so for himself.

THE NATIONAL COOPERS' JOURNAL

REPUTATION—WHAT IT MEANS TO THE MANUFACTURER

It is an established truth that there is no asset of greater value to the manufacturer than reputation, and as reputation is both built and broadcasted by advertising, it follows that every stock manufacturer should establish a reputation for himself and create a market for his output by advertising, not spasmodically, but steadily, year in and year out.

The non or occasional advertiser has little show in the competitive trade marts of life in the long run for the establishing of large and permanent businesses, as the buying world has long since passed the time when it is the seeker. Business these days goes where it is invited and the invitation has to be an always and everlasting one. The firm that has a reputation acquired through steady and continuous advertising never really wants for trade, as there is always business for them.

Now is the time to begin creating a reputation and a market for your output, Mr. Non-advertiser, in order to be in on the fall and winter run of trade as well as to assure your steady future. And as the JOURNAL reaches all the buyers and users of your line of manufacture, tight and slack, the logical place for the cooperage and cooperage stock manufacturer's business announcement is in its pages.

GOING STRONG

If there has been any cessation of activities lately in cooperage lines it has not been in the trade extension department commanded by our lusty barrel booster, Andrew C. Hughes. Mr. Hughes has been moving at a pace worthy of his mission, and if he can not hit every point at which the interests of the wooden barrel should be protected, boosted and advanced, it is because he can not divide himself into the number of man-units necessary for this perfect accomplishment.

We can recall no year when manufacturing, growing and shipping organizations, covering every line of products, were more active, in the matter of meetings held, than they have been this year, and the number of these meetings which trade representative A. C. Hughes has been able to attend is well worth recording.

The increasing value of Mr. Hughes' work, as the JOURNAL notes it, is not primarily in the number of new inquiries which he secured at the different meetings attended, but it lies in the important truths which he unearths as to just why the barrel is dropped for substitutes and why it is not used as the initial package with new and growing firms. The real meat always lies beneath the surface or within the shell of the outward seeming, and if constructive and lasting benefits are to be derived from the trade extension work something more than surface reading will have to be given the reports of meetings attended. Mr. Hughes is splendidly uncovering, by direct contact, many things already known to the industry, but unless the remedy is applied by the trade the greater part of his efforts will go for naught.

If a specialist is employed his advice should be followed.

WHO WILL BE THE FIRST TO BOOK AN ORDER FOR YAMS (SWEET POTATO) BARRELS?

The JOURNAL's New Orleans correspondent sees great prospects in the sweet potato (yams) producing industry for the wooden barrel, and he is interested in arousing cooperage manufacturers to make strenuous efforts to capture this trade.

According to our correspondent, the yams, a highly specialized crop, are so carelessly packed as to almost entirely nullify the expert and expensive efforts expended in producing the yield.

Barrels for yams should be snug and close to keep the moisture out, and we can not help but believe that there is some one among our host of cooperage manufacturers progressive enough to "have a look-see" into the sweet potato field and in such a way as will demonstrate the perfection of the wooden barrel.

BOUNTIFUL HARVESTS WILL BRING GOOD BUSINESS TO COOPERAGE TRADE, SAYS JAMES INNES

Stock has been moving very freely during August, especially apple barrel stock. The rains and cool weather during the latter part of the month have been very beneficial to the apples.

Production increased during August, and, as some mills either did not get their share of the going business or have a surplus on hand, prices have eased off without any particular reason for doing so, unless the manufacturers were short of ready cash.

Many mills have about cleaned out their stocks, and are not producing any more this season, while other

mills have put the bulk of their logs into lumber. Therefore if there is not a great decrease in the demand there will be no surplus stock this fall. It looks as if the reduction in price is only a very temporary one and manufacturers are certainly not inclined to book much ahead at the reduced prices.

Tight barrel stock is in fair demand. The export trade is still quiet and production in the woods and at the mills is still restricted. Prices, which are not very remunerative to the manufacturers, are holding back production, and a very small increase in domestic and export orders will soon clean up stocks.

With bountiful harvests both in fruit and cereals promising, there should be a very good fall trade in cooperage stock.

A STEADY MARKET INSTILLS CONFIDENCE IN BUYERS AND IS CONDUCTIVE TO ORDER PLACING, SAYS C. M. VAN AKEN

When prices are firm or when there is the possibility of an advance, even though the advance may be slight, the selling end of the cooperage business is always good, because the consumers feel safe in placing orders, but when prices are declining, then everybody using cooperage material plans to wait until the last minute and get it at the lowest possible price and even then they are scared to death for fear that they are paying too much.

The month of August has been a month in which prices upon all kinds of cooperage have been declining, thus making the selling end of the business decidedly trying. A fair volume of stock has been moving, but the amount that would have been had prices been firm, but still the shipments of the month have been above the average.

In spite of dry weather, which caused a great deal of uneasiness among the farmers a month ago, recent rains have so developed the apples as to make the farmers now feel that a good size fruit crop is practically assured. Most of the apple barrel makers have the larger part of their season's supply of cooperage on hand, but many of them will require some additional material. Because of the decline in prices, these people are waiting as long as they can before placing orders. But, however, these orders must be placed during September, otherwise the stock would not reach the destination in time for this year's crop. Therefore, this section is anticipating considerable business in the fruit barrel line during September, although we are expecting that it will be more or less of a "cut-throat business" on account of price-cutting being the general attitude of the cooperage manufacturers and jobbers at the present time. There has been a fair demand for cooperage along lines other than fruit, that business has been profiting by the price-cutting in fruit stock and while they are deferring the placing of orders as much as they can, still, the orders are coming. It looks now as though the September demand for promiscuous sizes and kinds of cooperage in this market will be good.

LOOKS FOR RESUMPTION OF GOOD BUSINESS RIGHT AFTER LABOR DAY, SAYS FRANK M. SCHERER, VICE-PRESIDENT, NATIONAL MFG. CO.

As usual, in practically all lines of business, August is the dull month for taking on new orders. Most of the buyers are away on vacations and the coopers in the rural districts are busy working up what stocks they have on hand.

We have had a very successful year and look forward to a resumption of this good business right after Labor Day.

The present decline in prices in practically all items has had a very bad effect on business this month. Everybody is naturally awaiting the prices to reach bottom. It is mighty difficult to predict what prices will be in thirty to sixty days, but one who has reviewed business during the past three years can figure that the next movement of the market will be upward.

OPTICAL STRAIN GAUGE INVENTED AT BUREAU OF STANDARDS

A new optical strain gauge for measuring the stretching of steel or other material under load has recently been perfected by the Bureau of Standards, of the Department of Commerce. It will measure a change of length of 1/250,000 inch. The part of the instrument which goes on the material is only two inches long and is very light, so that it could be used for testing thin sheets of metal or other light materials.

There is also an eye-piece which is used for reading the gauge, and this consists of an instrument something like a telescope in appearance and containing

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lenses, a scale, and a lamp for illuminating the scale. The optical system is of such a nature that the instrument will read correctly to within a tenth of one per cent, if it is pointed within two and a-half degrees of the perpendicular to the gauge. It gives an unmistakable indication of whether or not it is pointed correctly.

The gauge itself has two knife edges, which are set into the material under test. One is fixed in position, while the other can turn through a small angle to allow for the change in length of the material between the two edges. To the movable knife edge is attached a mirror which is one of a set of mirrors which reflect back to the eye-piece the image of an illuminated mark contained therein. This mark is projected on the scale of the eye-piece, and before the load is applied the gauge is adjusted to make this mark coincide with the zero on the scale. Thereafter the scale reads directly the extension of the material to which the gauge is fastened.

PRUNE JUICE FOR TOBACCO

According to report from Portland, Oregon, Oregon and Washington prune growers are elated over the prospect of a large demand for prune juice as a substitute for molasses in the manufacture of chewing tobacco. One carload of prune juice already has been shipped East for this purpose and further orders from tobacco manufacturers are procurable.

MEXICAN PETROLEUM EXPORTS FOR FIRST SIX MONTHS OF 1923

Petroleum shipments from Mexico continued to decline through June, when the exports were about 450,000 barrels less than during the preceding month, and about 5,000,000 barrels were exported to all countries. The total shipments for the first six months of 1923 were nearly 33 per cent. below those for the corresponding period of 1922. The January exports showed a decrease of about 4 1/2 per cent. from those for December, although exports to the United States increased. The February shipments registered a still further decline, and were the smallest since 1920, with the exception of July and August, 1921, when shipping practically ceased because of the seamen's strike and the embargo of the oil companies. A considerable increase was made during March and a still further gain in April, with lower figures during May and June.

AMERICA'S EXPORT TRADE OF PIGMENTS, PAINTS AND VARNISHES, LINSSEED AND CHINA WOOD OILS

When considering the total foreign trade in pigments, paints and varnishes, and the large gain in exports, the expansion of 3 per cent, from \$1,755,748 in the first half of 1922 to \$1,804,153 in the corresponding months of 1923 is relatively unimportant, says *Commerce Reports*. Receipts of mineral-earth pigments totaled \$802,273 (\$2,950,472 pounds) and chemical pigments \$734,658.

China wood oil has reflected the continued growth of the American paint industry by a 70 per cent. increase, from \$3,286,318 (4,496,412 gallons) in the first half of 1922 to \$5,584,061 (5,868,431 gallons) in the 1923 period. Linsseed oil, on the other hand, dropped 70 per cent., from \$8,305,935 (93,171,833 pounds) to \$2,431,202 (26,228,836 pounds), over 60 per cent. of which was received during the second quarter of 1923.

ALMANAC WEATHER FORECASTS CAN NOT BE DEPENDED ON

The publishing of weather forecasts by days for an entire calendar year as practiced by many almanacs is undoubtedly based on the willingness of many people to accept without question anything that appears in print, says the Weather Bureau of the United States Department of Agriculture. Actually such forecasts are not based on sound principles and therefore are without any value whatsoever. Accurate prediction of the weather and temperature for a season in advance can not be made for places in general because there are no known laws on which to base them. An exception to this statement is found in the case for forecasting the strength of the monsoon winds of India, on which the summer rains of that country are dependent. These forecasts, while not claiming to be infallible, give in general terms an indication as to whether the rainfall will be above, below or approximately normal for the summer months. They are, therefore, valuable.

The farmer who attempts to carry on his business with only almanac forecasts to guide him must necessarily lose rather than gain by following them. Similarly, forecasts of weather and temperature for a long time in advance published in the newspapers should be disregarded in planning farming operations. When daily weather maps of the world can be made, the first step at arriving at the principles of seasonal weather forecasting will be possible.

THE NATIONAL COOPERS' JOURNAL

FUEL VALUE OF WOOD WASTE OVER-ESTIMATED

Manufacturers of wooden products are apt to over-estimate the fuel value of the lumber wasted in cutting-up operations, says the Forest Products Laboratory. The argument is frequently advanced that a supply of waste on hand at all times permits large savings in coal, and that the purchase of ready-cut wood stock would not be economical because it would leave the manufacturer no waste to use as fuel for operating the power or heating plant.

The false logic of such an argument is apparent when consideration is given to the fact that the material which is thus being used for fuel is high-grade lumber which is worth pound for pound from three to ten times as much as coal. The heating value of this material is considerably lower than that of coal. It is estimated, and the figure is high enough to be conservative, that pound for pound the fuel value of the waste from lumber is not more than 62 per cent. of that of coal.

A thousand board feet, or approximately 3,800 pounds, of waste from oak lumber will have a fuel value equivalent to that of 2,360 pounds of coal. If coal is worth \$6.50 a ton, the fuel value of a thousand board feet of oak would be \$7.66. But the oak lumber from which the waste cuttings came probably cost the manufacturer \$62.50 per thousand board feet. The cost of the oak waste as fuel, then, is about eight times that of coal, and the handling charge in the furnace room is greater for wood waste than for coal.

The fuel value of waste is not usually great enough to offset the freight charges on it from mill to factory. It would seem a logical practice, then, on this ground alone, for a manufacturer to use dimension stock and try to reduce his cutting-up waste. The unavoidable waste which always occurs in the manufacture of wooden products usually can be utilized to best advantage as fuel.

BETTER PACKING WILL BE IMPORTANT CONSIDERATION OF EASTERN APPLE GROWERS AT NOVEMBER SHOW

Better marketing of New York State fruit will be urged in a campaign to be opened at the Eastern Apple Exposition and Fruit Show in November. The importance of better packing as a means of increasing market value will be stressed.

"BUY A BARREL OF FLOUR" CAMPAIGN URGED

Urging the housewife to buy a barrel of flour, the general public to purchase individually 1,000 bushels of wheat and everybody to eat one more slice of bread daily, a plan to combat dropping wheat and flour prices, has been indorsed by George E. Marcy, president of the Armour Grain Company, Chicago.

HOGS TOUCH HIGH OF \$8.65

According to report from Kansas City, hog prices at the local stockyards reached the highest point so far this year on August 22d, when shippers paid \$8.65 for the best grades.

NEW HEADING PLANT BEGINS OPERATIONS

The Big Lake Heading Mills has started the construction of its new heading plant at Big Lake, Ark. Otto Cummings is the general manager and will have charge of operations.

CEMENT SHIPMENTS INCREASE

Report from Coplay, Pa., says there has been a big movement of cement from this section so far during August. There was a period of slackness in June, but the market recovered in July and improved in August.

CHEESE DEMAND IS GROWING

Report from Portland, Oregon, is to the effect that the production of Oregon cheese is increasing rapidly, demand being keen for it from California, intermountain States and other sections of the country.

WHAT CAN BE MADE FROM MILK

Some interesting figures have been compiled by the United States Department of Agriculture to show what can be made from a definite quantity of milk. Using 100 pounds of milk which tests 4 per cent. it has been found that this quantity will make about 4.8 pounds of butter, 11 pounds of Cheddar cheese, 45 fifteen-ounce cans of condensed milk, 12.5 pounds of whole-milk powder, 8.5 pounds of Swiss cheese, or 23 pounds of Camembert cheese. The exact amounts of these products that can be made from 100 pounds of milk varies with the richness of the milk in fat and other solids. A number of by-products are also formed by the different processes.



Blue Ridge Talc Co., Henry, Va., is in the market for 400 or 500 new sugar barrels with four iron hoops.

L. F. Beers, 8 North Water Street, Rochester, N. Y., is in the market to buy second-hand wood water tanks.

Hauber Cooperage Co., 17th St. and Osage Ave., Kansas City, Kansas, is in the market for crozed staves, 28 1/2, 30 and 34 inches; also keg lengths.

Schaffner Bros. Co., pork and beef packers, Erie, Pa., are large users of No. 2, 30-inch gum staves, heading and hoops, and wants to hear from nearby manufacturers so as to eliminate high freight costs due to long hauls.

HYNSON'S "CHAMPION" BARREL HEATER SELLING BETTER THAN EVER BEFORE

THE HYNSON COMPANY, St. Louis, Mo.—We have found business unusually good this season, and have sold more "Champion" heaters this spring and summer than we did any other season since we are in business, which speaks well for the "Champion" heaters. (We'll say it does. Considering that The Hynson Company was established in 1851 and that there are over 30,000 "Champion" heaters now in use, the "Champion" can be said to improve with age and grow in prestige as the years move on.—Ed.)

CHESTER L. FISHER ENTERS COOPERAGE BUSINESS FOR HIMSELF

Of interest to the slack cooperage trade is the information that Chester L. Fisher, for nineteen years associated with Chas. H. Keys, of New York, has gone into the cooperage business for himself. Mr. Fisher's office address is 52 Broadway, New York, and he will handle cooperage stock for the domestic and export trade. Mr. Fisher says the latch string is out and there is little doubt but that his many friends will make use of it. Good luck, Chester, and lots of it.

SUTHERLAND-INNES CO., OF NEW YORK, INCORPORATE

Sutherland-Innes Co. of New York has been incorporated with capital of \$200,000 by H. Q. Jackson, A. E. Sawyer and W. Sidelotham. The New York address of the Sutherland-Innes Co. is 29 Broadway.

PEKIN'S AMBRIDGE PLANT HAS NEW MANAGER

H. G. Herget, president of the Pekin Cooperage Co., 25 Broadway, New York, advises that George D. Holman has been appointed as manager of the Pekin's plant at Ambridge, Pa., to succeed G. F. Kohler, resigned.

NEW STAVE MILL IN OPERATION

J. H. Stull, of J. H. Stull & Co., Fontain, Ark., writes that they have purchased a nice track of timber near Fontain, and are putting up two mills; one stave saw and one lumber saw. The stave mill started August 20th, and is cutting white oak, red oak and gum staves.

COOPERAGE PLANT MOVES

N. B. Epstein, Scranton, Pa., is removing his cooperage business from 1101-13 Penn Avenue to Ash Street and Adams Avenue, he having recently purchased the plant of the Scranton Steel Spring Company. After alterations have been made, part of the building will be available for other manufacturing interests. The Penn Avenue property being vacated by Mr. Epstein has been sold by him to A. Pearlstein, of Philadelphia, who is to establish a glass products plant there.

FRANK ENNESSY

As the September number of the JOURNAL was going to press advice was received of the sudden death of Frank Ennessy, chief inspector of The Associated Cooperage Industries of America. Mr. Ennessy passed away after a short illness, he being in a hospital at the time in Chicago.

There will be genuine regret among the many friends of Mr. Ennessy throughout the trade at the news of his death, while the association membership is bound to mourn the passing of a loyal and faithful worker.

Position of American Business on Economic Questions Outlined to President Coolidge by Committee Representing U. S. Chamber of Commerce.

The position of American business on important economic questions facing the country were put before President Coolidge recently by a committee representing the Chamber of Commerce of the United States.

The committee was headed by Julius H. Barnes, president of the Chamber. Other members were A. C. Bedford, of New York, chairman of the board of the Standard Oil Company, of New Jersey, and vice-president of the Chamber for the eastern States; John H. Falley, publisher of the New York Evening Post, a former president of the Chamber; Lewis E. Pierson, of New York, president of the Irving Bank-Columbia Trust Company, a director of the Chamber; Willis H. Booth, of New York, vice-president of the Guaranty Trust Company, and president of the International Chamber of Commerce; Fred I. Kent, of New York, vice-president of the Bankers Trust Company, a member of the Chamber's Foreign Affairs Committee; Charles F. Weed, of Boston, vice-president of the First National Bank and a director of the Chamber, and Elliot H. Goodwin, of Washington, resident vice-president of the Chamber.

The subjects which the committee took up with the President, together with the Chamber's position on each, follow:

International Relations.—Economic disorder in Europe continues an obstacle to the establishment of permanent peace, to the elimination of unemployment, and to the restoration of normal living conditions, and contains also the menace of still further unhappy developments. It seems manifest that the lack of a just and lasting settlement in Europe reflects into many of our own domestic problems—the distress of the grain raiser, the distress of industry which had developed on export outlet, selling prices at home for factory products that now lack the economy of large production sustained by both home and foreign trade, prices of securities which are depressed by constant apprehension—all these emphasize how desirable it is to secure an early solution. It is clear that business conviction would welcome the opportunity for the United States, either officially or unofficially, to be helpful in the solution of these European problems, and with the least possible delay.

International Court.—The Chamber already has urged that the United States Government take its place with the other nations of the world in this court, and expresses gratification in the measures being taken by our Government to that end.

Railroad Transportation.—The Chamber stands for private ownership and private operation, under fair and just regulation, based upon recognition of the obligation of the railroads toward the public and likewise of the obligations of the public toward the railroads.

As the result of a conference in which the leading railroad, motor and waterway authorities participated, and which Secretary of Commerce Hoover attended, for several months, active Chamber committees of experienced men have been working on certain phases of transportation, with the object of formulating a program of recommended transportation development and treatment. For instance, the relation of motor highway transportation and the use of motor delivery in congested transportation terminals is one of the phases receiving serious study. The conclusions of the several committees (six in number) will be submitted to a general transportation conference this fall, and from that conference we hope for findings and recommendations that will be helpful to Congress and the Executive branch of the Government, especially in defining the proper relation of Government to transportation.

Merchant Marine.—The Chamber is opposed to the Government engaging in commercial business. It believes that further efforts should be made to evolve a plan of operation by private citizens, before entering upon direct Government operation of Government-owned ships. The Chamber favors a ship subsidy in the effort to equalize operation disadvantages of American ships. It has asked an investigation of the possibility of relaxation of burdensome restrictions, without jeopardizing proper public safety.

Tax Reforms.—The Chamber's position is that there should be:

Repeal of remaining war excise taxes with any needed revenues obtained from a sales tax;

Readjustment of income sur-taxes for the purpose of making them more fruitful in revenue by bringing back into productive and tax-yielding enterprise large amounts of capital which have been diverted into invest-

ments the income from which is free from federal taxation;

Future issues of federal obligations should have their interest subject to the federal tax;

Prompt and conclusive settlement of tax liability should be assured to all persons who act in good faith;

Income tax should not, in times of peace, be payable until the amount has been finally decided and this amount should be subject to later revision only in case of fraud;

Administration of federal income taxes should be so decentralized that a taxpayer may have opportunity for prompt initial decision of questions between him and the Government without necessity and expense to Washington;

Court of tax appeals, independent of the Treasury Department, should be set up with such procedure and jurisdiction as to assure an early and impartial decision upon substantial questions;

American citizens resident abroad should not be subject to the federal tax upon incomes derived abroad and not remitted to the United States.

National Budget.—The first referendum of the Chamber, in 1912, favored the establishment of a national budget, and the Chamber has followed with great interest the final adoption of a national budget and the administration of it. The Chamber feels there is every encouragement to develop and perfect the budget system.

Immigration.—The Chamber believes in restriction of immigration, and that the principle of selection should be a controlling factor in immigration legislation.

Because of lack of flexibility, the present immigration law is not adaptable to changing conditions. The Chamber therefore advocates that, for the present three per cent. quota, there should be added an additional two per cent. quota solely upon a selective basis, to provide a flexibility, without affecting our social standards. This two per cent. is a maximum, only such part (if any) of which should be used as is necessary to meet the recognized economic and social needs of the nation.

Veteran Legislation.—Repeatedly the Chamber has favored adequate provision for the disabled, and certain constructive measures for uninjured veterans. The Chamber is against the cash bonus, and the equivalent certificate plan, for uninjured veterans.

Tariff.—The Chamber advocated the principle of a flexible tariff, but it favors the creation of a separate Tariff Adjustment Board so that the Tariff Commission may continue uninfluenced its functions as a research and reporting body.

Federal Reserve System.—The Chamber advocated the inauguration of this system, has affirmed its confidence in the principles of the system and its earnest conviction that no changes should be considered except such as will add further strength and usefulness to the present plan and will continue existing safeguards against partisanship in direction or in service.

AMERICAN DESIGNS COPIED ABROAD

In *Commerce Reports* for December 11, 1922, an article was published under the above title showing that American manufacturers need proper protection in foreign countries of their designs, patents, trademarks, copyrights and the like. The superiority of American machinery is generally recognized in foreign countries, and in a great many instances designs have been copied and the business so handled as to work to the great disadvantage of American manufacturers.

In some instances foreign interests send to this country inquiries for equipment and stipulate that detailed working drawings must be furnished with proposals—endeavoring, through one subterfuge or another, to secure full particulars of the working details. Very often it develops that this is done to facilitate their own work in producing copies.

The matter is referred to again in *Commerce Reports* of August 13th, because the Bureau of Foreign and Domestic Commerce has been in receipt of further reports showing how foreign manufacturers of machinery have succeeded in securing detailed drawings enabling them to produce copies of American types of machinery. It is therefore suggested that, when foreign inquirers call for the furnishing of detailed drawings, the matter be taken up with the Bureau of Foreign and Domestic Commerce, as there is a fair probability that, through co-operation between this government agency and the manufacturers, a way will be found to meet the requirements of the situation, and at the same time overcome the risk of furnishing working drawings to a foreign competitor.

STAVE PLANT FOR MULBERRY, ARKANSAS

R. S. Sanders has placed a new stave mill in operation at Mulberry, Ark. The plant is modernly equipped and furnishes employment to more than 50 men.

BUYS HANDLE PLANT

H. H. Coatney, of Tunaco, Mo., has closed a deal for the purchase of the Teagarden handle plant near Kingdon Springs, Ark. The purchaser will make a number of plant improvements.

LABOR SHORTAGE REDUCES STAVE OUTPUT

The stave plant established last December at Scotland, Ark., under the management of N. A. Simpson, has been down most of the time since because of inability to secure labor. The management announces that but 230,000 staves have been shipped since the plant was started.

WILL MAKE STAVES

Sawyer & Fendley, Mountain Home, Ark., stave operators of Searcy County, are erecting a large stave mill to the west of Big Flat, where they have acquired a large body of oak timber. The plant will be ready for operation during the latter part of August.

STAVE CO. BUYS TIMBER FOR LUMBER PURPOSES

The W. R. Wrape Stave Company has purchased a considerable quantity of stumpage located between Little Rock, Ark., and Pine Bluff. The timber from the tract will be shipped to the plant in East Little Rock for manufacture into lumber.

LOUISIANA WILL HAVE TWO MORE COOPERAGE PLANTS

The Louisville Cooperage Company, Louisville, Ky., has purchased 12,000 acres of timber in Ouachita and Caldwell parishes and is building a plant between Monroe, La., and Columbia. The plant will be a modern one. Another cooperage operation in prospect is that of the Pekin Cooperage Company, of New York, which has bought holdings and will operate at Riverton, La., along the Ouachita River.

CEMENT STOCKS SMALLER

Production of portland cement in July was 12,620,000 barrels, according to the United States Geological Survey. Stocks of cement at the close of that month were 8,000,000, slightly less than those a year ago.

GOOD WHITE OAK MAKES THE BEST-GRADE STAVES, SO FIGURES MR. MOONSHINER


The moonshiner of the Southern highlands has a new job. No longer does he burnish the silver head on the business end of his "hog rifle" for a chance shot at a revenue officer disguised as a sewing machine agent, says the New York Times. He has a legitimate business now, a business which has filled his pockets with cash and his daughter's wardrobe with the choicest articles from the mail-order houses. And yet that business is closely allied to moonshining.

The hillsman of Kentucky, North Carolina, Virginia and Tennessee has always made "moonshine." It has been not only a business but a heritage. However, with the advent of the Eighteenth amendment he found his native haunts so infested with government agents, special deputies and their ilk that it became almost impossible to make a "run" without detection. He began to look about for another job. His mind would not permit a variety of interests, for but few are known to him. He still clung to the moonshine idea.

He knew that somewhere they were still making it and that the makers would need casks and barrels as containers. His problem was solved. The hills about him were covered with giant white oak trees, and white oak makes the best grade of cask and barrel staves in the market.

A moonshiner extraordinary in the old days in Buchanan County, Virginia, and Pike County, Kentucky (depending on the activity of the revenue men), was among the first to recognize the possibilities of the new business. He sold a few hundred acres of coal lands to the railroad company and bought a small stave mill. That was three years ago. Today he is one of the wealthiest men in his county.

His mill is situated down the creek a few hundred yards from his log cabin. Along this same creek he moonshined for thirty years without once coming before the Commissioner of Revenue.



NOT the oldest in the business---
and proud of it! There has always been
too much veneration for ancient methods
for the good of the Cooperage Industry.

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Since 1850

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LUCAS E. MOORE STAVE CO.

NEW ORLEANS

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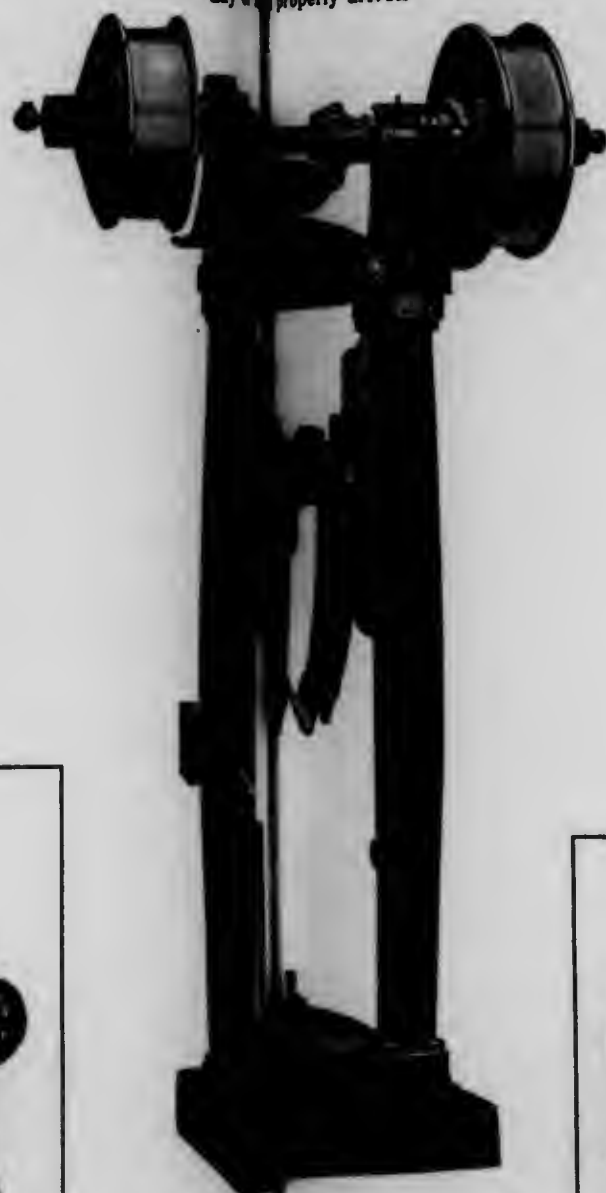
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THE BEST MACHINERY FOR THE BEST CONTAINERS
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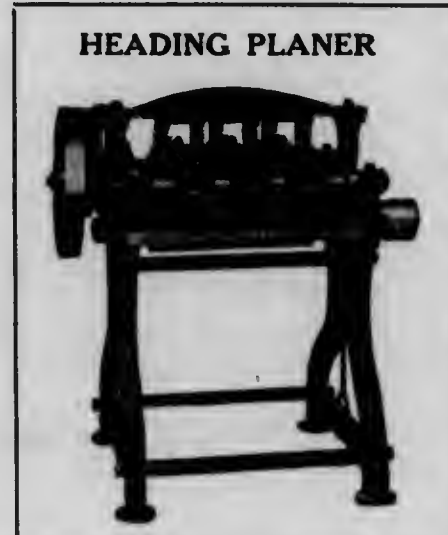
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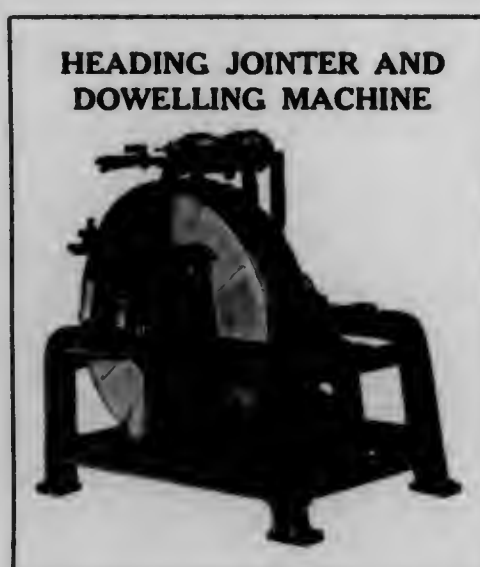
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FIFTY YEARS
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We insist, and every shipment proves, that our product is "The Stock That Sets the Standard."

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means PINE HEADING
properly made from
Southern Pine by men
who know how

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Cooperage Stock

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Any size Heading from 12 inches to 24 inches

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Staves from 24 inches to 48 inches

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MORE COMMERCIAL (BARREL) APPLES THAN LAST YEAR

In its apple issue of August 4th, *The Packer* says: "As far as can be judged so far in advance of the harvest this fall, there will be a slight increase in the apple crop in the territory east of the Rocky Mountains, commonly termed the barrel apple crop of the United States. The increase by no means is common over the entire territory for indications are that considerable of the area will show up about equal to last year, while other important sections will show a decrease, but the increase in certain sections, notably the Cumberland Mountain region in Virginia and West Virginia, Maine, Ohio and perhaps Michigan and Arkansas, will more than overcome the loss in other sections and bring the output up to a little in advance of the 1922 crop.

"This does not mean that there will be a full crop of apples, or anything approaching a 100 per cent. crop. As a matter of fact, there never has been a full crop of apples produced in the United States. Further, in all probability there never will be. But it looks as if this year's crop will be fully up to average or perhaps a little better in the barrel apple States. The average apple crop for the last 25 years in the important commercial growing States is 53.4 per cent. of a full crop and the highest record in that time was a 77 per cent. crop in 1920. The government estimates the commercial crop nearly of the same volume as in that year, but, as a matter of fact, the farm or total crop is considerably smaller than in 1920. However, there is a good, fair crop of apples in sight this year, taking the whole barrel apple districts as a whole.

"New England is showing up well this year, with Maine showing a better prospect than in 1922. Massachusetts and the other States in that district have a fair crop in many of the orchards, although some are short and in general the New England crop may be said to be fair but, perhaps, a little below average.

"New York State, the principal barrel apple district in the entire country, will have a fair crop according to present indications, but it will be less than last year. Early in the season there were prospects for a big crop, but since blossom time there has been a heavy drop and it now looks as if the crop will be considerably under early expectations. Still, the crop will be fair, especially in the late varieties, which may almost reach the volume of 1922. There will not be nearly so many early apples in New York this year as last.

"Pennsylvania has a rather good crop of apples in sight over a considerable portion of the apple belt. Parts of the Shenandoah Valley have a full average crop, while some orchards are showing a reduction from last year. However, the State will have fully as many or more apples than last year.

"The Virginia apple crop is better than last year, but by no means is it a normal crop. Last year Virginia practically had an apple crop failure because of the cold wave coming late in the spring. There may be a 40 per cent. crop in the principal commercial districts, averaging the varieties up, although some are short of this and others larger. Frederick County will ship a great many more apples than last year, but this big district has a crop below average.

"West Virginia has a pretty good crop of apples, some of the commercial districts reporting twice the crop of last year. Some of the shippers in that State report an 80 per cent. yield in the best commercial orchards, which if later developments prove to be accurate, means that there is a big crop in parts of the State. The Martinsburg district shows good prospects, especially when the crop is compared with last year, which was short by reason of cold weather in the spring.

"The crop in Maryland and the southern States along the Atlantic seaboard is fair in some localities and short in others compared with last year. All in all, it is below the average, perhaps.

"The Ohio Valley States show a fair to good crop, with Ohio perhaps showing the largest increase over 1922. The Southern Ohio Rome Beauty crop is a good one and other varieties in that State also are showing up well. Indiana has a fair crop and so has Illinois in part, but the latter State probably will have fewer apples than last year. Calhoun County, in Illinois, has a good crop, but central and southern Illinois show a reduction in many orchards. Tennessee and Kentucky are not heavy producers of commercial fruit, and the crop in this respect is comparatively unimportant in these States.

"The Ozark Mountain territory in southern Missouri and northwestern Arkansas has a good crop of apples this year. Arkansas will have a larger crop than last year and most of the southern Missouri territory also is showing up well. Jonathans are short in this district but the late or winter crop is looking well and a good

yield is expected. It now looks as if there will be more commercial fruit in the Ozarks this year than last.

"The Missouri River apple districts in northern Missouri, northeastern Kansas and southeastern Nebraska are coming up with a fair crop, but some of these districts will not have as much fruit as last year. It seems also as if Jonathans are below normal in this territory with a fair crop of some of the later varieties.

"Michigan has a good crop of apples in sight this year. It probably will be larger than last season, according to news *The Packer* receives from that State. This is a big apple-growing State, one of the most important of the central States, and a crop of good quality is expected.

"Summing up, it is likely that there will be an increase in the barrel apple crop this year, but the increase may not be large. As a general rule, the crop will be of good quality, for the season so far has been favorable. However, it should be remembered that the apple crop can not be foretold with a certainty the first of August, and between now and barreling time conditions in any of the important districts mentioned above may take a turn either for the better or worse. But, generally speaking, the apple situation east of the Rocky Mountains at this writing is about as told. What it may be six weeks or two months away may be a different story, but if the season is ordinary from now until harvest, the outcome probably will be largely in line with the foregoing."

GROWERS RUSH THEIR PERISHABLE PRODUCTS TO MARKET

Finding that the operation of a special train by the Pennsylvania Railroad carrying perishable produce from various points in Burlington County, New Jersey, to the New York markets, does not constitute a discrimination against other shippers, the Public Utility Commission on August 23d dismissed a complaint filed by L. A. Page, of Beverly, N. J., alleging inadequate and discriminatory service by the railroad.

Operation of the special train, which began July 11th, was secured by the Co-operative Growers' Association with the assistance of the Bureau of Markets of the State Department of Agriculture. The association pays a bonus of \$125 a day for the train, which usually contains from ten to twenty cars. Shipments on the special are received from non-members of the association upon payment of their pro-rata share of the additional cost.

FRUIT COMMISSION INTERESTS ATTACK FARM BLOC LAW TO PROTECT BUSINESS

Washington's new Farm Bloc Law, which provides what shall be charged by commission men on all fruits, produce and lumber sold in the State of Washington, has been attacked by a lumber corporation of Idaho doing business in Washington, in order to get a constitutional ruling in the Federal courts.

Fruit jobbers all over the State have combined to contest the law. Fruit commission interests assert they will be driven out of business unless the act is repealed.

FRUIT MARKETING A SUCCESS

The report of the American Fruit Growers', Inc., Pittsburgh, Pa., issued during August, for the first half of 1923 shows the company paid \$276,000 of its 7 per cent. note. In the six months the company marketed for various co-operative associations and others 17,050 carloads of fruits and vegetables. Its gross sales were \$19,367,225, and final net profits \$402,507.

HANDLE PLANT FOR NEW ORLEANS

A. P. Bonnafons, an experienced handle manufacturer, has plans under way for starting a handle factory in New Orleans, La., at an early date for the manufacture of broom, mop, hoe and similar handles. The exact location has not been decided upon, but a selection will be made shortly upon one of a number had in view, and in the meantime he is making arrangements for getting the machinery here. Mr. Bonnafons formerly operated a handle plant at Lumberton.

OIL PLANT GREATLY IMPROVED

Additional equipment which will total nearly \$1,000,000 is being installed in the Standard Oil Company plant at Whiting, Ind. Work has been going on for some time on two new batteries of stills costing \$350,000, and as soon as they are completed the other units will be started. It is planned to spend \$250,000 on four stills for the paraffin department.

THE 1923 GRAPE CROP

Following are the prospects of the 1923 grape crop as reported from the various grape-growing sections of the country:

California

"Last season California shipped 43,663 cars of all kinds of grapes, over half of which were wine varieties. It is estimated there were about 7,000 cars left on the vines on account of lack of cars. The State Horticultural Commissioner has estimated this year's crop in round figures at 60,000 cars, but this estimate was put out sometime ago before the crop was nearing maturity. The big increase in estimated output was due to a great extent to the increased acreage which was expected to come into bearing this season. The total grape acreage in the State, including all kinds, bearing and non-bearing, is 612,098 acres, of which only 164,000 acres were in bearing up to this season. The new acreage, however, did not come in as strong as was expected, which caused the horticultural commissioners in the different counties to recently cut their estimates down to 50,000 cars in round figures, which is practically the same as last year, including the 7,000 cars left on the vines.

"The forecast now is 310,000 tons of wine grapes or 22,000 cars, and 360,000 tons of table grapes or 27,000 cars.

New York

"Last year the Chautauqua and Erie grape belt, which comprises the grape growing section in Erie County, Pa., Chautauqua, Erie, and a small portion of Cattaraugus County in New York State, shipped grapes valued at about \$5,500,000. The crop totaled 78,570 tons net weight of fruit, according to the *Grape Belt*, a publication that has made the official accounting of the crop for 20 years. This year the present indications are that not more than two-thirds of last year's crop will be marketed. A tour through the grape belt under the auspices of the farm bureau during August found many growers who believe their vineyards will not yield more than 50 per cent. of last year's tonnage and many have purchased packages on this basis.

Middle West

"The Central Western States, including Ohio, Arkansas, Missouri and Iowa, all of which have certain areas in which this crop is grown commercially, will not have as many grapes as last year, according to reports received from growers and shippers at various points in the States named. The crop in this area perhaps is 25 per cent. below normal, taking the district as an average, although in some sections the reduction is larger and in others perhaps nearly a normal crop will be produced. Grape production in the Middle West is by no means as large as it is in the New York-Pennsylvania district, Michigan or California, but several hundred cars are annually produced in the central Mississippi River districts including tributaries.

"The Concord is the principal variety in this territory. Moore's Early are grown quite extensively in some of the commercial districts as an early grape, and the early fruit is now ripening over much of the district. These grapes are largely consumed in the larger markets of the territory where grown.

"The Ozark district in southern Missouri and northern Arkansas is developing the industry in a large way and while so far the territory can not be called a big commercial district, it bids fair to become such within the next few years. Thousands of acres of grapes have been planted in the last year or so and the acreage coming into bearing is showing an increase each year. Juice factories are largely responsible for this growth of the industry, but in addition, when the vineyards come into full bearing, it is anticipated that a good deal of the output will be marketed in the fresh state.

Michigan

"It looks now as if Michigan will have almost as good a crop of grapes as last year insofar as number of cars to be shipped is concerned, although as a matter of fact it may be that the crop is not as large as last year in point of yield per acre. However, there is an increased acreage in bearing this year and unless conditions take a turn for the worse, nearly the usual volume will be shipped from the State. It is now estimated that the State will have from 5,000 to 5,500 carloads. Last year there were about 6,000 cars in the State and some put the output this season at almost that figure, while others seem to think it will be somewhat under that.

"Juice factories are expected to take, perhaps, 10 per cent. of the State's crop, with the balance going on the market largely packed in small baskets. Concord is the principal variety grown.

SPEEDING UP GOVERNMENT STATISTICS

Marked progress in the radical readjustment of statistical work of the Bureau of Foreign and Domestic Commerce made necessary by the revised classifications of imports and exports under the new tariff law and the transfer of complete control of compilation of foreign trade figures from the Treasury Department to the Bureau of Foreign and Domestic Commerce is reported by Dr. Julius Klein, Director of the Bureau, in a statement issued recently.

Though the Bureau of Foreign and Domestic Commerce had taken over the Bureau of Statistics of the Treasury Department in 1912, it was not until January 1, 1923, that full jurisdiction over the collection and dissemination of import and export figures was handed over to the Bureau of Foreign and Domestic Commerce. Just prior to that time the Fordney-McCumber Tariff Act had necessitated the complete revision of import and export classifications, with an increase of 40 per cent. in the number of import items and of 70 per cent. in the items of export. These changes, and radical alterations in the method of assessing and reporting valuations, temporarily demoralized the collection of statistics, and consequently delayed the publication of the figures.

This delay has now been overcome, Dr. Klein announces. The May import report was finished on June 20th, at the same time as the corresponding export report, and for the first time since the revised classification of imports went into effect in September, 1922, import and export figures were published together in Part I of the Monthly Summary of Foreign Commerce. Hereafter, import and export figures will be issued simultaneously.

Preliminary total values will be available about the thirteenth of the month following that to which the figures relate. Figures by articles and countries will be completed about the 20th and photostat copies will be obtainable on that date by trade paper correspondents and others interested in statistics for special trades. Copy for the published tables will be in the hands of the printer on the 25th. The analysis of imports and exports by great groups will be released to the press about the 28th. Total values by grand divisions and countries will be ready about the end of the month. By special arrangement with the Government Printer it is hoped to have Part I of the Monthly Summary—imports and exports by articles and countries—in print and available for distribution a few days after the close of the month covered.

Comparison with British Trade Figures

The foreign trade statistics of the Bureau of Foreign and Domestic Commerce have been criticised on the ground that the British reports are available in printed form around the middle of the month following the one to which they relate, while at least five weeks were required to print the United States reports. For geographic and other reasons this comparison is not quite fair, says Dr. Klein. Customs house documents mailed from any part of Great Britain to London can be received within 24 hours, and the British statistical office closes the monthly accounts with the reports on hand in the London office on the last working day of the month. The section of customs statistics in New York can not close its account until six or seven days after the end of the month, in order to give time for entries and declarations from the Pacific Coast and other distant ports to be received.

The printing of the British reports is done by a private firm under contract, which works in close co-operation with the statistical compilers. Each compilation sheet is sent to the printer as completed, set up, and proof-read and corrected, and within a few hours after the last sheet is completed the entire publication is in type. The printing of American Government reports is, by law, done by the Government Printing Office. On account of the vast volume of printing handled by that office every statement must be in complete form when sent to print. Preference given to Congressional printing, when Congress is in session, also delays departmental printing. With these limitations, it does not seem possible to issue the printed United States foreign trade statistics in detail by articles, quantities, values and countries much before the end of the month after that with which the figures are concerned.

If the month were closed with the reports on hand in the New York office at the end of the month, as is done by the British office, it would be possible to issue the statistics a week earlier, but this would mean that entries and declarations mailed from any port after that time would be held over until the next month. That plan has been considered repeatedly, but was not approved because the published reports would fail to represent the actual trade during the period covered.

New Statistical Services

A new statistical service started with the beginning of 1923 is the compilation of imports of chemicals and dyestuffs from consular invoices, giving the name of each chemical and dye as described in these documents in detail. These statements are furnished to the trade within a few days after the close of the month. Weekly grain exports have also been received by wire from collectors of the eighteen principal ports on Saturday. Statements showing comparisons with the figures of the previous week and for the period since January 1st, are issued on Monday morning. Steps are under way to include in these weekly statements grain exports from Canada as well as from the United States if the co-operation of the Canadian Government to that end can be secured.

Plans have been completed to collect, beginning with January, 1924, statistics of exports by parcel post and mail, which have not been included in the reports heretofore because they were not cleared through customs houses. Tentative regulations, subject to approval of the Postmaster General have been drawn up requiring business concerns in the United States exporting goods valued at \$25 or over by mail to file export declarations giving description, quantity and value of merchandise so exported, with countries of destination.

In compliance with the demand from the central and mid-western States for statistics showing the exports from that region, a compilation of exports by States of origin will be started next year. All goods shipped on through export bills of lading, for which the declarations are prepared by the shipper in the interior, will be credited to the interior State of shipment. Goods consigned from interior points to seaboard ports, to be there consolidated or re-consigned for export, can not be credited to the State of origin. Such goods will continue to be shown as exported from the port of final shipment, where the export declaration is prepared.

There are other points on which the statistics as now compiled fail to answer questions from trade and transportation interests and tentative plans for extending the statistical compilations have been considered. For the present no more new reports are contemplated until the ones already compiled can be compiled accurately and published by or before the end of the month to which they relate.

STAVES IN THE LONDON MARKET

Vice-Consul Howard Donovan, reporting from London, says: "Staves are usually of oak, but a few of Douglas fir have been sold in the London market. These latter, however, are not popular with buyers. The product is imported chiefly from the Baltic countries, and in smaller quantities from America and Japan. American staves, both during and after the war, were received in large quantities, due to the stoppage of the Russian and Memel supply, but large consignments from Memel are now reaching the market, and as a result the importation of American staves has slumped considerably. It was necessary, in many instances, to lacquer the American article before beer could be put in the barrel, but this process is not required in the case of Russian and Memel staves, and gives them an advantage in the English market. The Japanese oak variety is not selling well in London because the wood is too hard, and consequently the coopers do not like to work with it.

"There is no standardized grading by an association, but certain rules are observed in the trade. Staves are rated according to length and size. The best quality of the Memel product is known as 'crown' quality, and the next grade as 'first' quality.

"Staves are sold by the mille, one mille containing 1,200. In London they are usually disposed of by private transactions, but occasionally at auction. There is no regular exchange and no association of stave brokers. The majority of those dealing in the article handle other products of woods as well. Contracts usually call for shipments from country of origin to the ultimate consignee.

"While there is no standard form of contract for the sale of staves, the usual conditions are as follows: Staves are sold as and where they lie; the goods to be free of rent to the buyers for one month from date of sale and including fire insurance for the same period, unless previously removed from place of storage; payment to be made to the brokers in London in cash less 2½ per cent. discount in exchange for delivery order. No credit is allowed. Staves are inspected at the dock and the sellers usually have samples in their offices."

WILL MAKE NAIL KEG STAVES

A nail keg stave plant is proposed for Ehrhardt, S. C. Mr. G. B. Kinard may install machinery for this purpose.

RAILROAD SUGAR RATES REASONABLE

Railroad rates for sugar transportation were held to be generally reasonable August 2d in an Interstate Commerce Commission decision rendered at Washington upon complaint of sugar refiners along the Atlantic Seaboard at New Orleans and on the Pacific Coast.

Carriers were denied permission to reduce charges from the Pacific Coast to Chicago to a point which would make them lower than existing rates from the Pacific Coast to intermediate points. The present comparative basis of rates from the New Orleans refining centers to the Middle West and from the Atlantic Coast to the same destinations were held to be reasonable as they stand.

Proceedings brought by carriers and refiners were dismissed.

SEES BEST PROSPERITY FOR RAILROADS OF UNITED STATES

American railroads are today the most prosperous in their history, according to a recent statement made in New York by Julius Kruttschnitt, chairman of the Southern Pacific Company, made public today.

Mr. Kruttschnitt said his own company was in the middle of its best year. The net ton mileage for June and the first half of the year was 28 per cent. higher than last year. The June net ton mileage was the highest in the system's history, substantially equaling the previous record made in 1922.

Revenues from carrying lumber increased from \$2,260,000 last year to \$8,920,000 in the first six months along the Pacific Coast, and from \$264,000 to \$2,331,000 on Texas lumber. Fruit shipments are expected to increase over 1922 about 5 per cent. It is expected that 4,000 carloads of apples will be shipped this fall, he said.

STEEL PLANTS RESUME

The puddling department and nine-inch mill of the two Edwards mills in Columbia, Pa., have resumed operations after a brief suspension.

The Columbia rolling mill of the Reading Iron Co. has also resumed operations in all departments.

STEEL MEN EXPECT HEAVY FALL BUYING

Leading steel interests say trading equal to that of last spring will be started in the week following Labor Day. They point to an excellent car supply, ample fuel, both in bituminous coal and oil, and other contributing causes for good production, with signs of a heavy demand for all products.

Tin plate mills are heavily oversold for the present quarter and have not as yet opened their books for the last quarter. Car manufacturers continue to buy heavily. It is generally felt that some consumers would be willing to pay a premium for tin plate, but there are no offerings in this direction. Prices are being quoted at \$5.50. Quotations for the last quarter are expected to be announced in the next week or two.

The automobile trade has not as yet made up specifications for new models. Manufacturers are awaiting reports from dealers, and will then be in a better position to estimate requirements for the coming season and will place contracts accordingly. Black sheets are steady. Blue annealed, galvanized and full finished sheets are firm. Bars for automotive vehicles are weak.

The undertone of the pig iron market is weak, with lower prices in eastern Pennsylvania. With the summer dullness in the iron and steel business rapidly coming to a close, a review of the pig iron market for the third quarter shows that not much business was transacted during the entire three months. Mills seem to have had ample quantities remaining from the second quarter to fill their requirements.

Iron Trade Review says that with the three-shift system actually in force in many furnaces and mills, the time is not far distant when the effects of the change will be known. While the volume of sales is only slightly above the early weeks of August, an increasing flow of inquiries points to a period of heavier buying in September. *Iron Trade Review* composite price of the fourteen leading iron and steel products this week is 44.84, the same as the week of August 13th, with several minor fluctuations in pig iron prices.

The *Iron Age* composite price of pig iron the week of August 20th is \$25.29, or 25 cents above the week of August 13th. The change is entirely in steel-making iron, foundry iron having not yet made the turn.

FOREIGN TRADE IN 1923

Preliminary foreign trade statistics for June and the fiscal year 1923, ending with that month, show an increase of 45 per cent. in the total value of merchandise imports in that year over 1922, and an increase of 100 per cent. over 1914, the last fiscal year before the war. The exports in 1923 are only 5 per cent. larger in value than in 1922, but increased 68 per cent. over 1914.

The imports in 1923 of \$3,789,000,000 are \$1,181,000,000 greater in value than the 1922 imports of \$2,608,000,000 and are almost exactly double the imports of \$1,894,000,000 in the fiscal year 1914. Disregarding monthly fluctuations, the imports by quarters show a progressive increasing tendency since July, 1921. Imports rose steadily from a total value of \$552,000,000 in the quarter July-September, 1921, to \$730,000,000 for April-June, 1922, and from \$831,000,000 for the quarter July-September, 1922, to \$1,065,000,000 in the last quarter, April-June, of the fiscal year 1923. The average monthly imports increased from \$184,000,000 in the first quarter to \$243,000,000 in the last quarter of the fiscal year 1922, and from \$277,000,000 to \$355,000,000 in the corresponding quarters of 1923.

Although details by articles imported in June are not yet available, it can be stated that of the total increase of \$1,181,000,000 in last year's imports over the previous year, fully 75 per cent., or about \$885,000,000, is due to larger purchases of crude and semi-manufactured materials for use in the manufacturing industries of the United States. These are largely of a non-competitive character, such as crude rubber, raw silk, fur skins, hides, wool, fibers, and varnish gums, obtained from tropical and sub-tropical countries.

The exports of \$3,966,000,000 in the fiscal year 1923 show a gain of \$195,000,000 over the 1922 exports of \$3,771,000,000 and are larger by \$1,601,000,000 in value than the exports of \$2,365,000,000 in the pre-war fiscal year 1914. In the monthly or quarterly values of exports during the fiscal year 1923, as compared with the preceding year, there was not such a steady gain as is shown for imports. With the exception of June, 1923, the exports in every month beginning with October, 1922, show a gain over corresponding months of the previous year. An increase of \$296,000,000 was accumulated in that period over the preceding year, but a decrease of \$101,000,000 from July to September, 1922, as compared with 1921, reduced the increase for the fiscal year 1923 to \$195,000,000.

Last year's gain in total exports is due to increased sales of finished manufactures. Increases in exports of crude and semi-manufactured materials are offset by smaller exports of foodstuffs.

The excess of exports over imports of merchandise in the fiscal year just closed amounted to \$177,000,000, compared with \$1,163,000,000 in the previous year. This is the smallest yearly excess of exports since 1896. The average favorable merchandise balance after 1896 averaged around \$500,000,000 annually to 1914, inclusive, but on account of munition, war-supply, and relief shipments, rose to unprecedented figures during the next eight years. The highest annual excess of exports—\$4,137,000,000—was recorded for the fiscal year 1919, but it has been gradually falling since then. The turn toward lower trade balances is not regarded as a misfortune, but is generally welcomed in trade and financial circles as a step toward normal readjustment of world trade relations.

During the first half of the fiscal year, from July to December, 1922, a fairly steady excess of exports was shown each month, aggregating \$318,000,000 for that period. This favorable balance was reduced to \$6,000,000 in January and further to \$3,000,000 in February, 1923. Beginning with March and continuing through April and May the tide was turned in the other direction, and an excess of imports over exports accumulated to the amount of \$152,000,000. The preliminary totals for June, 1923, indicate an excess of exports of \$1,000,000 for that month.

APPROVE STEEL LIQUIDATION

Final settlement in the sale of the Steel and Tube Company of America to the Youngstown Sheet and Tube Company will be made through the Wilmington Trust Company as agent. Recommendation by the directors of Steel and Tube, a Delaware corporation, to liquidate all of the preferred stock of \$16,500,000 and all except a nominal amount of the 900,000 shares of common stock was ratified at a meeting of the stockholders at Wilmington, Del., August 8th.

Under terms of the charter the preferred stock will be retired at \$110 a share. The common stock has a par value of \$2 a share.

FARMER HAS IMPROVED POSITION DURING PAST YEAR

While the farmer has not participated in the revival of the last year in as great a portion of business and industry, he has advanced somewhat, according to a statement by the Continental and Commercial Banks. The statement cites the government report as of August 1st, which put the total value of the agricultural yield at \$6,855,000,000 as of that date, exclusive of tobacco, as compared with \$5,955,000,000 a year previous and an average for 1921 and 1922 of \$5,468,000,000.

It is pointed out that since the August 1st report the price of wheat has advanced, which would increase the total value of the yield.

Wheat is the crop that has been most discussed, the statement continues. In value, the country's wheat crop is less than 10 per cent. of a total, which also included dairy products and livestock. Domestic consumption is not far from 633,000,000 bushels.

Wheat is one crop which gives an exportable surplus. The surplus-producing States are Kansas, Nebraska, North and South Dakota and sometimes Montana. In the fiscal year ended June 30, 1923, the country's exports of wheat, including wheat flour, were 221,923,184 bushels. In the previous fiscal year they were 279,251,776 bushels. In the 1913-14 period they were 145,590,349 bushels.

Last year's cotton crop was valued at \$1,014,000,000, according to the statement. This year's crop carries the estimated value of \$1,339,000,000. The average value of the 1921-22 crop was \$918,000,000. The general trade opinion is that the price of cotton will be no lower. There is nothing that foreshadows grievous times for the South.

Corn is the major farm crop. It is the most important and most profitable. The estimated yield this year is 2,982,000,000 bushels, as compared with an actual production of 2,891,000,000 bushels. The value of last season's crop was \$1,862,000,000. The value estimated on August 1st for this year's output was \$2,606,000,000.

Oats, hay and rye are crops of great value and importance, but none of them is regarded as a major crop. According to the official estimates, they should bring the farmer this year a value of \$1,602,000,000. Last year the value was \$1,575,000,000, and the average is \$1,673,000,000.

HOW TO BRING ABOUT TIMBER CROPS ON FOREST LANDS

The tradition that all cut or burned-over forest land, or even the greater part of it, is being taken by agriculture is not borne out by the facts, says the Forest Service, United States Department of Agriculture.

The total area of forest lands already cut or burned over, exclusive of farm woodlots, that has not been taken for agricultural use has already grown to 181,000,000 acres, says the department. Furthermore, our forest land is being cut over at the rate of about 10,000,000 acres yearly, and probably more than half this area is in virgin forest.

The depletion of our timber supplies and the reduction of our forest area largely through timber mining has created a national problem—that of providing the timber necessary to meet our future requirements. Inability to utilize cut or burned-over forest lands for agriculture has created a second and related national problem—that of land use.

Three outstanding measures are necessary to bring about the growing of timber crops on forest lands. One is to stop unrestricted forest exploitation, another is to reduce the waste in the use of timber, and the third is to increase timber production to the full capacity of the land.

STABLE PRICES BOOST HARDWARE BUSINESS

Hardware Age for August says: "Few price changes of any importance are announced, and the belief is growing that fall business will be essentially stable so far as prices are concerned. Quite a large volume of fall hardware orders have already been filled, it is said, and a more confident attitude is being shown by buyers. Current business is somewhat slack. Retail sales throughout the country are reported as good, although dealers in the agricultural States have experienced a falling off."

BARREL COMPANY HAS FIRE

Loss approximating \$10,000 was suffered jointly, August 9th, by the Hamilton Barrel Dealers Company, Hamilton, Ohio, and the Frechtling dairy, when fire destroyed the barrel plant and the stables of the dairy. Horses, trucks and wagons were saved from the barn. Origin of the fire is undetermined.

EXCHANGING EXPERIENCE

At a recent meeting of business men, a veteran exporter made the significant statement that such a gathering of competing traders would have been impossible a generation ago. There was a time when exporters jealously guarded the results of their experiences from communication to possible rivals. Fortunately this period in the development of export activity has long since passed.

The success which has attended the exchange of ledger experience through a neutral bureau has demonstrated that such evidences can only result in benefit to exporters and to their customers.

Much experience gained by individual firms and their export managers, traveling salesmen, and foreign agents can be made available to fellow exporters, whether in competing or non-competing lines, without for a moment endangering any principle of sound merchandising.

When an American corporation organizes a subsidiary company, establishes a branch office, or arranges an agency with consigned stocks in a foreign country, it must face immediately a multitude of problems of a legal and mercantile character. The exchange of data with regard to such experiences must be of great benefit to American commerce, and it can not possibly harm any business man who takes a broad-minded and far-sighted attitude in sharing his knowledge with other American traders. In fact, a considerable percentage of the information which government agencies can place at the disposal of American exporters is based upon consultation with American representatives on the ground.

It is exceedingly shortsighted to imagine that experience thus gained is something to be hoarded for selfish use. The advantage of such information is in reality no wall of protection against competition. The lack of it may for a time prove a handicap to the newcomer, but in the end the determining factors will be the quality of goods, efficiency of service, and soundness of merchandising.

It is rare indeed nowadays to hear the statement: "I have spent years of time and much money in finding out what I know; why should I share my knowledge with another?"

Every request for information addressed to a government agency is complied with through provisions made by the American people for the furtherance of American commerce. A sense of community of interests should prompt every business man engaged in foreign trade to share his experience with other American exporters.

Conferences of export managers and foreign trade conventions furnish examples of the mutual help and inspiration derived from an exchange of export experience. The managers of American branches abroad could contribute much to the knowledge of the legal aspects of trading in foreign jurisdiction by submitting data on this subject to the field officers of the Bureau of Foreign and Domestic Commerce for incorporation in suitable reports. This may be done without divulging information that may properly be regarded as private or reserved.

NEW FILM SHOWS HOW BEETS BECOME SUGAR

Growing 16,000,000 tons of sugar-beets and manufacturing 1,000,000 tons of beet-sugar annually is the latest activity of agricultural production featured on the educational silver sheet by the United States Department of Agriculture. The new government film is titled, "Beets from Seed to Sugar Bowl," and is one reel in length.

The picture tells the story of America's beet sugar and sugar-beet industries from the planting of the beet seed through the various cultural and harvesting practices, and carry on into the sugar factory showing the various steps in the manufacture and refinement of beet-sugar. The photography was done in a beet-growing center of the mid-west and in a modern beet-sugar factory. The Bureau of Plant Industry and the Bureau of Chemistry of the Department of Agriculture co-operated in subject-matter supervision.

"Beets from Seed to Sugar Bowl" will be loaned, free, except for transportation charges, which borrowers will be required to pay both ways. Authorized persons and institutions may purchase prints at the manufacturing cost.

COOPER SHOP HAS FIRE

Fire destroyed the cooper shop of Lewis Metcalf, on the Ridge Road, at Johnson Creek, Niagara County, N. Y., on August 14th. Machinery, tools and 200 barrels were burned, and the loss is estimated at \$5,000.

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BUFFALO COOPERAGE MARKET

A Buffalo business man who has large fruit interests in Niagara County, has just returned from an automobile trip through the western New York apple and pear district. He found that the crop is quite uneven as to the distribution, some districts being well provided and some having none. He concludes that there will be a fair crop of apples and peaches, with pears rather short. Not much is said yet about prices, as it will be best to wait until this long drought is at an end. This has been a very sunny season, so the fruit ought to color up well, though it would not seem that the fruit would hang on the trees much longer, unless rain comes, or even reach full size.

The Question of Spraying Apple Orchards for Profitable Yields

Early apples are beginning to come in liberally. The quality is not very good, in fact, they have not run above \$1.25 per bushel wholesale. Last year apple prices were pretty high and farmers would naturally be expected to look after their orchards this year and make the best of them, but the difficulty is in a great scarcity of help. It used to be that men were going all about the apple districts with spraying outfits. This is something a farmer does not like to do, as it is dirty work, but nowadays he finds not a single sprayer going about, so he either has to have his own apparatus or leave his apples unsprayed.

The Stock Price Market

Prices on staves have not shown much change during the past month, while heading is slightly cheaper. Another large drop has taken place in the price of hoops. The buying of material has been on a small scale during the past month, few coopers showing a desire to anticipate their wants. A lower-price tendency has also created caution.

The Apple Barrel Outlook

One favorable feature of the decline in slack cooperage material is the smaller likelihood that apple barrels will have to bring \$1 this year in order to make a profit. Prices of stock were a good deal higher when this figure was in prospect, and if a further reduction takes place perhaps the barrel will get back to somewhere near pre-war prices. It is a long ways from them as yet, however.

Flour Barrel Trade Is Quiet

The flour barrel trade is not beginning to show any improvement but it is hoped that it will start doing so this fall, along with most other lines of trade. During the hot weather and vacation season nobody is inclined to buy flour in large quantity.

Vinegar Manufacturers and Their Barrel Needs

A lowering of vinegar prices on account of severe competition has caused the manufacturers of that product to look for as low-priced tight barrels as could answer their purpose. Some plants will start up making vinegar next month and a fair amount of business in barrels should develop in that time. Buyers are not willing to pay much more than \$2.50 for barrels, at which figure they have been able to obtain gum.

Oil Barrel Business Is Light

Tight barrel business in the oil line is reported to be very light in this section, owing to the unsatisfactory state of affairs in the trade this summer.

LOOSE TALK ABOUT FARMERS' LOSS DETRIMENTAL TO BUSINESS

In a recent interview Finley P. Mount, president of the Advance Rumely Company, manufacturers of farm machinery, Chicago, Ill., said:

"Farmers as a class are not so badly off as indicated in much 'loose talk' about their condition. Careless talk has done more to hurt business than has the actual condition of the agricultural districts. Good farmers are reasonably prosperous.

"There has been a lot of loose talk about the losses of the farmer and the depressed condition of agriculture. Have you seriously analyzed these statements? Of course, some farmers are losing money, so are some people in every other business. Some farmers will always lose money, because they either do not know how or will not learn how to manage their business properly. And this is true of every other business, but good farmers are now enjoying a reasonable degree of prosperity. Those who are not, at least have had the opportunity, unless by reason of adverse weather they have been deprived of their crops. Admittedly the price for farm products and most manufactured products are uneven and unbalanced, but not to the extent of preventing good farmers from making some money, as these careless talkers would have you believe."

AVOID GLUE IN BARRELS

The American Vinegar Industry and Fruit Products Journal, in a recent issue, says: "Concerns using barrels for fruit juices, and especially for vinegar, should be careful that there is no glue used in the manufacture of the barrel. A case was brought to our attention recently of glue used to hold dowels in the ends of the barrels which made vinegar turn cloudy, turbid and discolored. Be sure that the barrels you buy do not contain glue if you want your products received in the same good condition in which they are shipped."

PACKING PLANT SOLD

The meat packing plant of Worm & Co., Indianapolis, Ind., consisting of eight acres of ground and five buildings, has been bought from the receiver by interests headed by James P. Goodrich, president of the National City Bank, for about \$200,000. Operations will be resumed under the name of the Bell Packing Company. The property represents an original investment of \$500,000.

MILLING COMPANY INCORPORATE

The Landa Milling Company, New Braunfels, Texas, has been incorporated with capital stock of \$1,500,000 and will take over and operate a grist mill, flour, oil mill, stone and crushing plant and electric and power plant.

CUT IN WHEAT ACREAGE

That the wheat acreage in Oklahoma will be reduced 35 to 40 per cent. from last year is the belief of State officials and grain dealers. While advocates of reduction are in a large majority, John F. Kroutil, president of the Oklahoma Millers' League, contends that scientific seed selection and cultivation are more important. Mr. Kroutil points out that in a recent year Nebraska and Oklahoma had about the same wheat acreage and that Nebraska made an average of 25 bushels to the acre and Oklahoma about 12 bushels.

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MOBILE, ALABAMA

ST. LOUIS COOPERAGE MARKET

There has been very little change in the general conditions of the cooperage industry during the past month. The demand is improving in some sections, while in others there is still a tendency to withhold buying. Nearly everybody in both the tight and slack barrel trade is confident that a better business is near at hand.

Outlook Encouraging for Slack Trade

While the demand for slack barrels is not up to the expectations of manufacturers earlier in the season, it is fairly good, nevertheless, and it looks as if it was going to continue to improve from now on. Nearly all the shops are running to a large percentage of their capacity and only a few of them complained of actual dullness in the trade.

Tight Cooperage Manufacturers Planning for Fall Trade

In the tight barrel field things are shaping themselves strongly for a fine fall business. Up to this time there has been but little ground to find fault with the general conditions in this branch of the industry, and a thorough canvass indicates that nearly everybody is feeling good over present and prospective outlook in the trade. The leaders in the tight barrel field here are most decidedly optimistic, and believe that the year's business will compare favorably with that of any for several years past.

COOPERAGE SHOP BURNED

Lieutenant Louis Irata and James Hutchinson, a fireman, of Engine Company No. 34, were injured slightly while fighting a fire that destroyed the cooperage shop of Weger Brothers, Thirty-second and Master Streets, Philadelphia, Pa., at 5 o'clock on the morning of August 10th.

MACHINERY FOR SALE

FOR SALE—One Grotnes heading-up machine. One Oram keg jointer. One thousand truss hoops for 5, 10 and 15-gal. kegs and for 47 to 54-gallon barrels. MONTGOMERY STAVE & COOPERAGE CO. Montgomery, Alabama

BUSINESS OPPORTUNITIES

FOR SALE AT A BARGAIN, OR FOR RENT, WITH OR WITHOUT POWER

The buildings and ground, suitable for the operation of a woodworking plant, especially staves, hoops and heading, or a box shuck and crating material plant. 35,000 square feet floor space under roof. Located in Illinois in hardwood timber and lumber belt on Ohio River and several trunk railroads, in an industrial district, which takes Cairo, Ill., freight rates. Inexhaustible supply of timber, cheap fuel and good labor conditions. Unsurpassed location for assembling, manufacturing and distributing. Owners of dimension cutting plant retiring from business. former profitable operation of hardwood saw-mill, planing mill, sawed-oak veneer works and Address "BARGAIN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COMPLETE STAVE AND HEADING OUTFITS

Used machinery rebuilt by experts, production guaranteed.
STAVES
Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney.
Planers, Oram, Dreadnaught, Gerlach.
Jointers, Oram, Gerlach, foot power.
Cutters, Greenwood No. 3 and No. 4.
Crossers, Oram, Gerlach, Holmes.
Presses, Wayne, Hoosier.

HEADING
Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
Turners, Greenwood, Trevor, Gerlach, Oram, Rochester.
Jointers, Greenwood, Trevor, Oram, Rochester.
Presses, Noble, Greenwood.

MISCELLANEOUS
Knife Grinders, Noble, Defiance.
Cooper tools, truss hoops and all kinds of barrel building machinery.
NOBLE MACHINE COMPANY, Fort Wayne, Ind.

FOR SALE—Tight barrel cooperage machinery.
One Holmes Heading-up Machine.
One Grotnes Heading-up Machine.
One Glader Hoop Punching Machine.
Three Oram Double Jointer Wheels.
One Thin Hooper Driver.
Kilo Trucks.
Barrel Conveyor.
One 50 H. P. Motor.
Address "TIGHT," care "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE
REBUILT STAVE AND HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS, Manufacturers of "Greenwood" Stave and Heading Machinery, Rochester, N. Y.

MACHINERY EXCHANGE—When you want cooperage machinery, write E. HENNING, INC. We have a fine list of barrel, stave and heading machines. If you want to sell, send us your list and prices. Address E. HENNING, INC., Borland Bldg., Chicago.

FOR SALE CHEAP—Base plates, top T castings and upright rods for ten Oram barrel steamers; also one Oram single stave jointer. Address HIRSCH COOPERAGE AND STEEL PACKAGE CO., Houston, Texas.

FOR SALE—Slack barrel heading machinery. Going out of business. THE JOHN HEIN CO., Tony, Wis.

FOR SALE—One complete set slack barrel stave machinery with two barrel saws. Address ATKINS' LUMBER CO., Atkins, Va.

FOR SALE—A Perkins' Columbian heading and shingle machine, without saws; only used one year. Address "PERKINS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Keg lathe, with plates from 5 to 30 gallons. LANG COOPERAGE CO., 825 S. Paul Street, Rochester, N. Y.

FOR SALE—Two Oram Lathes.
Two Oram Hoopers.
One Holmes Heading-up Machine.
One Glader Hoop Expander.
One Glader Hoop Punching Machine.
One Oram Riveter.
One Oram Flaring Machine.
One Bung Borer.
Address "COOPERAGE," care "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—Fifteen acres of land and practically all necessary machinery, including two engines and two boilers for single knife slack stave mill, located at Des Arc, Ark., on White River; price \$4,000. Address INDEPENDENT COOPERAGE COMPANY, Ft. Wayne, Ind.

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FOR SALE—

Holmes No. 48 hoop driver.
Brady double-end trusser.
St. Joe Stapling machine.
Toledo hoop welding outfit.
Bliss hoop-forming machine.
60-inch Greenwood heading jointer.
Greenwood power-feed heading jointer.
Greenwood power-feed heading bolter.
Whitney 20-inch stave saw.
Oram double-wheel stave jointer.
All machines guaranteed.
WAYNE MACHINERY COMPANY, Fort Wayne, Indiana.

BUSINESS OPPORTUNITIES

WANTED—A man experienced in manufacture of pine heading, to invest from \$5,000.00 to \$10,000.00 with us in a new plant. Must be able to build with economy modern mill and conduct the business from tree to finished product. Address "PINE," care "The National Coopers' Journal," Phila., Pa.

PLANT FOR SALE

FOR SALE—A slack stave, heading and lumber mill, in A-1 running order and located in a section where they are using from 5,000 to 7,000 sets of heading per day. Plenty of hardwood to be had for years to come. Good shipping center both in and out. Have blacksmith shop, 8 sets of trucks, 4 sets of sleighs and tractor for lumbering. Plant located in Marine City, Mich. Address "MICHIGAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Complete heading and stave mill for the manufacture of slack barrel staves and heading; also two portable steam boilers and small Frick saw mill. Will sell in whole or in part. Address "STAVE MILL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Complete slack barrel heading mill, now running. Private switch, cheap labor, land free. Address "OPPORTUNITY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—We have a number of cars of choice mill-run 28½" mixed hardwood staves, principally black ash, thoroughly seasoned, ready for immediate shipment, and will be pleased to receive inquiries for same. This is all choice Canadian stock. Address THE SUTHERLAND-INNES CO., LTD., Chatham, Ont., Canada.

FOR SALE—One small car No. 2 and MR. GMT. slack 14½-inch heading. Address "HEADING," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—TIMBER LAND

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousa, La.

FOR SALE—Three sets for oak staves. Set No. 1 will cut 25 million. Set No. 2 will cut 15 million. Set No. 3 will cut 4½ million. No land to buy. Priced right. Address W. S. HAVENS, Altamont, Tenn.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,000 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

MISCELLANEOUS PACKAGES FOR SALE

FOR SALE—180 galvanized drums, 40-45 gallon capacity, rolled iron hoops, ¾-inch holes on each end of drum, formerly held carbon bisulphide. We also have one trip drums for sale. Address WESTCHESTER COOPERAGE, 210 Yonkers Ave., Yonkers, N. Y.

FOR SALE—One thousand iron drums, 50-gallon capacity. Address "DRUM," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SECOND-HAND PACKAGES WANTED

WANTED—We are in the market for lard tubs, one-trip sound oil drums, turps, re-finds, cottonseeds and No. 1 lubricating oil barrels, double-head pickles, No. 1 lub halves, softwood syrup half-barrels, also drums with removable heads. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

SECOND-HAND BARRELS FOR SALE

FOR SALE—We have to offer two cars of cod liver oil barrels, 50-55 gallons, oak, steamed, clean surface; also two cars 2-headed barrels, 50-60 gallons, gum, suitable for dry color, chemicals, etc. Make offer in first letter. f. o. b. Albany, N. Y. SPEVAK'S COOPERAGE, 485 S. Pearl Street, Albany, N. Y.

FOR SALE—In carloads, second-hand lime barrels, 17-inch size, with metal hoops, suitable for packing iron and all kinds of fittings. Also have second-hand apple barrels for sale, trimmed or untrimmed. Address WESTCHESTER COOPERAGE, 210 Yonkers Ave., Yonkers, N. Y.

FOR SALE—A few cars of heavy wooden barrels, consisting of lard, coca-cola, milk, glucose, vinegar and other barrels. Address "VINEGAR," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SECOND-HAND BARRELS WANTED

WANTED—A carload of clean sugar barrels, one-head; quote lowest price f. o. b. Albany, N. Y. SPEVAK'S COOPERAGE, 485 S. Pearl Street, Albany, N. Y.

FINISHED BARRELS WANTED

500 BARRELS WANTED
We are in the market for about 500 barrels, sugar barrel size, hardwood, with four metal hoops. Would like to get in touch with nearby producers. BLUE RIDGE TALC CO., INC., Henry, Virginia.

HELP WANTED

WANTED—Reliable, experienced man to operate machine cooper shop. State experience, where employed, age and full information in first letter. Address "SHOP," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Tight barrel heading jointers and pinners; also stave jointers and cutters. PENSA-COLA COOPERAGE CO., Pensacola, Fla.

WANTED—One man to coil hoops and to lap; good season's run. O. L. BARTLETT, Mound City, Ill.

WANTED—Experienced foreman to take charge of set of tight barrel machines. Address "BARREL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Three apple barrel coopers. All-season job; pay ten cents a barrel. Address JOSEPH CAZAVAN, Red Hook, N. Y.

WANTED—Salesman to handle tight cooperage on drawing account and commission basis. Headquarters, Louisville, Kentucky. Apply by mail, stating experience, age and other qualifications. Address "SALESMAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Superintendent to take charge of tight barrel plant making about 1,000 barrels per day, from 5 to 30 gallons. State age, where previously employed and salary required. Must have references. Address "SUPERINTENDENT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Experienced man to take charge of machine tight cooperage plant in the Middle West. Please state age, experience and salary expected. Address "MACHINE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Reliable, experienced man to operate fully equipped, electric power, slack barrel machine cooper shop in Vermont. Please advise reference, where last employed, age and salary expected in first letter. Address "VERMONT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

POSITION WANTED

WANTED—By man, age 38; experienced in tight barrel business; position as buyer. ERNEST KLEIN, 463 Third Avenue, New York, N. Y.

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Cooperage Our new plant with ware- **Kegs and**
Stock house and yard facilities will **Barrels**
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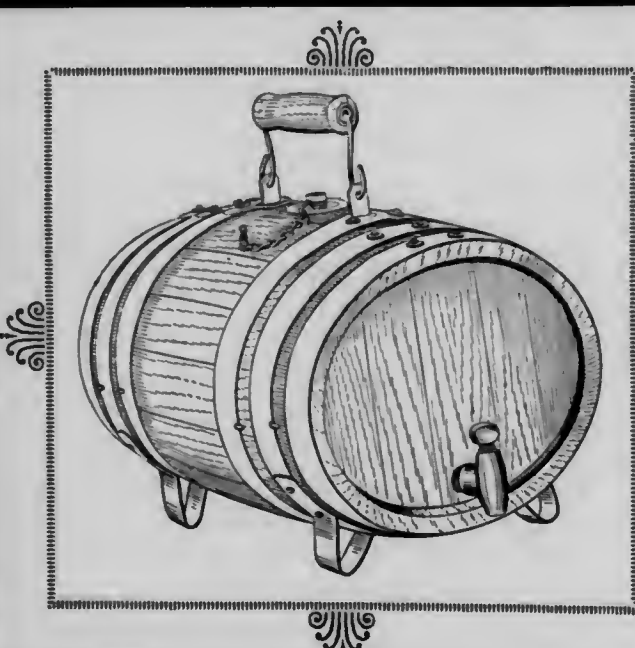
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FOR prompt shipment 3500 apple barrels, nested as shown. These barrels are made up, hooped off in coiled elm and 9-gauge wire hoops, with extra hoops and heads furnished necessary to finish the barrel.

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Hynson Company, The, St. Louis, Mo.	I. F. C.
BARREL MACHINERY	
Clough & Witt Machine Co., The, Cleveland, Ohio	26
Grotnes Machine Works, Chas., Chicago, Ill.	I. B. C.
Holmes Machinery Co., E. & B., Buffalo, N. Y.	I. F. C.
Marten, Grahm & Andersen, San Francisco, Cal.	14-15
Oram Co., The John C., Cleveland, Ohio	I. B. C.
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover
Weimar Engineering Works, Philadelphia, Pa.	1
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Casey, P. T., Seneca Falls, N. Y.	22
Colwell Cooperage Co., New York, N. Y.	25
Prantz, J. C., Seneca Falls, N. Y.	25
Henning, Inc., E., Chicago, Ill.	4
Hollingshead Co., J. D., Chicago, Ill.	20
Traver, R. E., Montezuma, N. Y.	23
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Colwell Cooperage Co., New York, N. Y.	25
Hollingshead Co., J. D., Chicago, Ill.	20
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Sutherland-Innes Co., Ltd., Chatham, Ont.	3
Wilson Stave Co., W. W., North Little Rock, Ark.	16

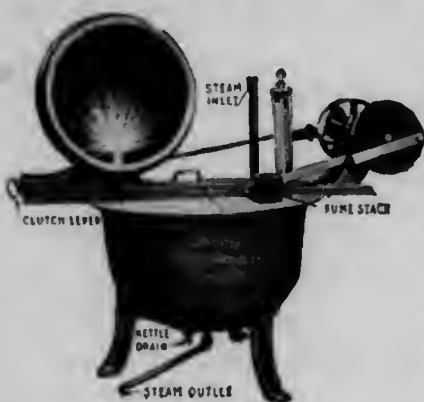
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Capacity, 700 to 1000 barrels daily

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barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with. Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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SECOND-HAND BARRELS

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SLACK BARREL MAKERS AND BARREL STOCK

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Pennycot Co., J. C., Chicago, Ill.	20
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Walsh Sons, Morris, Pittsburgh, Pa.	25

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Struthers-Ziegler Co., Detroit, Mich.	25
Van Aken Co., C. M., 111 Broadway, New York	5

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Henning, Inc., E., Chicago, Ill.	4
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Independent Co., Fort Wayne, Ind.	25
Jerry Co., Stephen, Brooklyn, N. Y.	25
Midvale Co., St. Louis, Mo.	25
National Manufacturing Co., Detroit, Mich.	25
New Hampshire State & Bldg. Co., 79 Wall St., New York	5
Parsons Co., Fort Wayne, Ind.	25
Pascoda Co., Pascoda, Mo.	25
Peel & Bro., J. M., Lake Village, Ark.	25
Pennycot Co., J. C., Chicago, Ill.	20
Posselt & Co., A. E., Chicago, Ill.	22
Powell Co., Memphis, Tenn.	25
Queen City Hoop Co., Greenville, Miss.	25
Reinhardt Stave Co., Galtman, Ga.	25
Shadman Co., H. C., Chicago, Ill.	25
Skuse's Co., Rochester, N. Y.	25
Smith Lumber Co., W. T., Chapman, Ala.	25
Struthers-Ziegler Co., Detroit, Mich.	25
Sutherland-Lines Co., Ltd., Chatham, Ont.	25
Trexler Co., Allentown, Pa.	25
Tschumy & Co., W. A., Norfolk, Va.	25
Vall Co., The, Fort Wayne, Ind.	25
Van Aken Co., C. M., 111 Broadway, New York	5
Walsh Sons, Morris, Pittsburgh, Pa.	25
Wells & Wilson, Inc., Racine, Wis.	25

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Hollingshead Co., J. D., Chicago, Ill.	20
Holmes Machinery Co., E. & H., Buffalo, N. Y.	1, F. C.
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Hollingshead Co., J. D., Chicago, Ill.	20

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Hollingshead Co., J. D., Chicago, Ill.	20
Shadman Co., H. C., Chicago, Ill.	25
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Moore Stave Co., Lucas E., New Orleans & New York	13
Pekin Co., Chicago, Ill.	25
Pennycot Co., J. C., Chicago, Ill.	20
Sutherland-Lines Co., Ltd., Chatham, Ont.	25
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Shadman Co., H. C., Chicago, Ill.	25
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Sagareaves, Geo. H., Willsboro, N. Y.	25
Sutherland-Lines Co., Ltd., Chatham, Ont.	25
Wilson Stave Co., W. W., North Little Rock, Ark.	25

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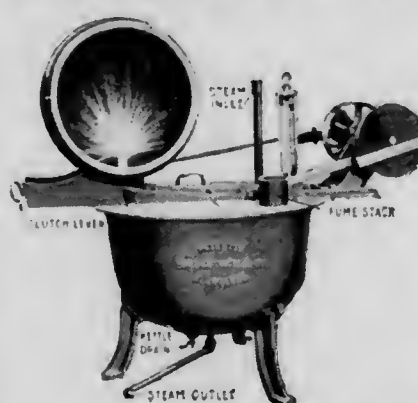
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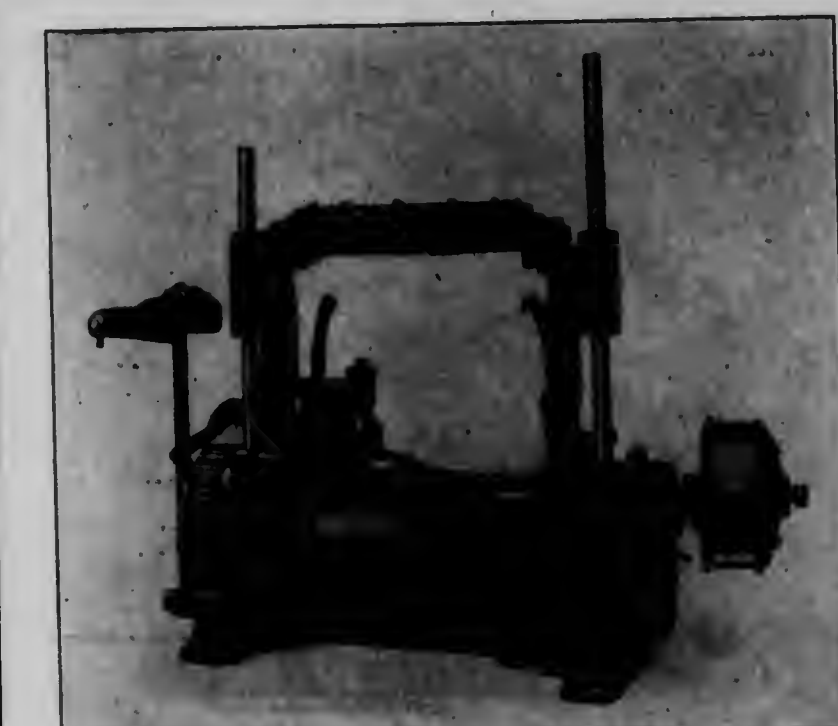
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barrels with perfect joints that will not leak a product that is infinitely superior to the tin and iron near barrels now being experimented with. Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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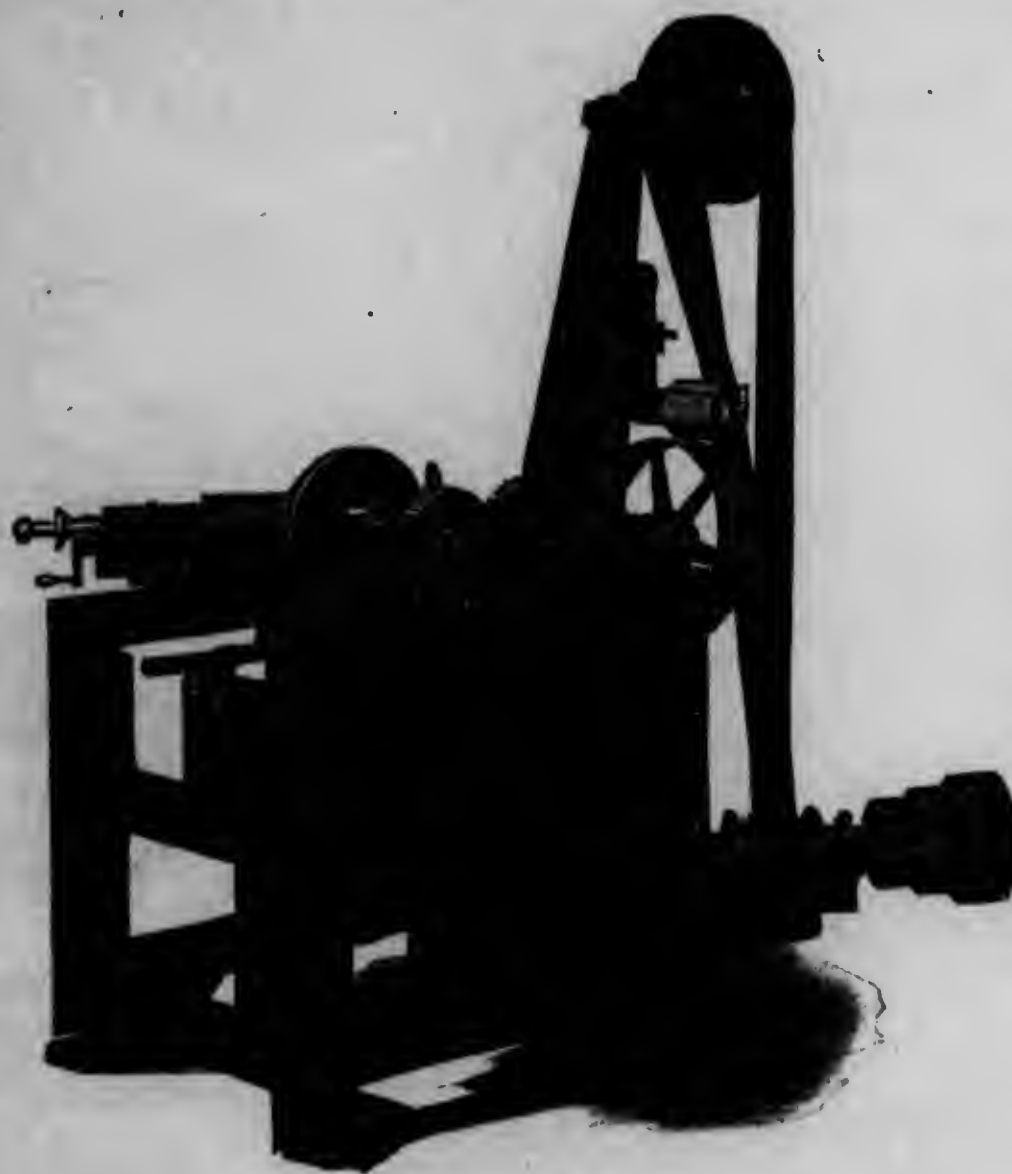


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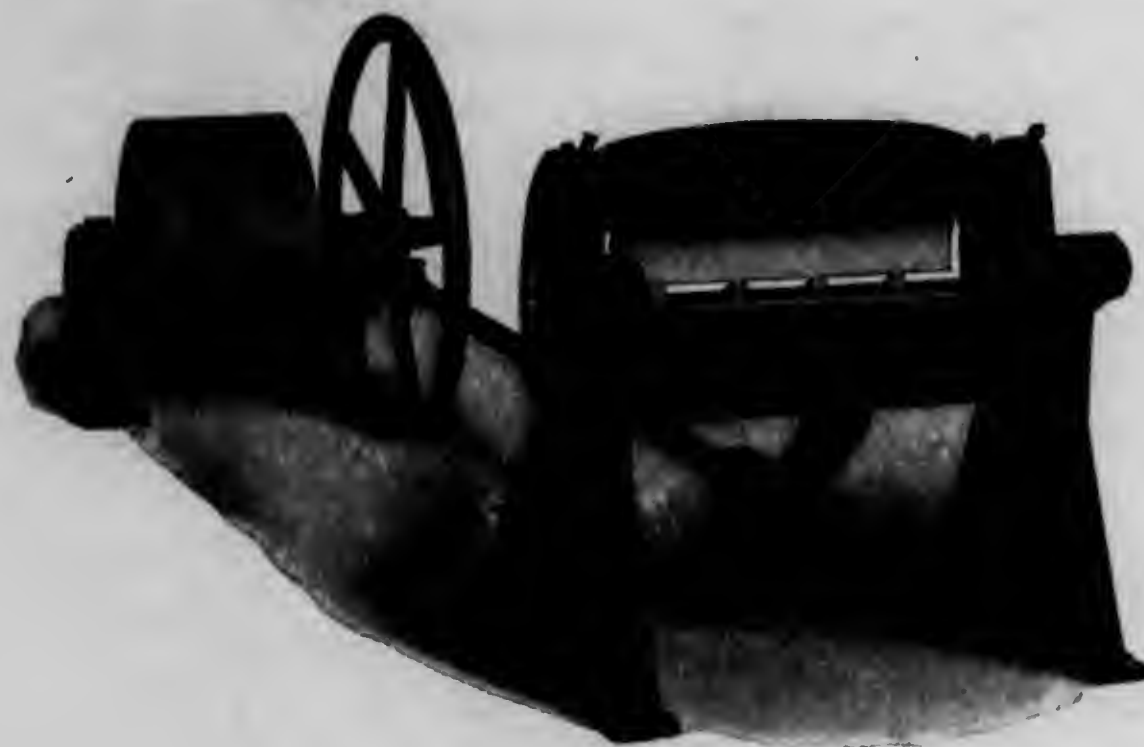
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VOL. 39

Published the First of Each Month.
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Philadelphia, October, 1923

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No. 6

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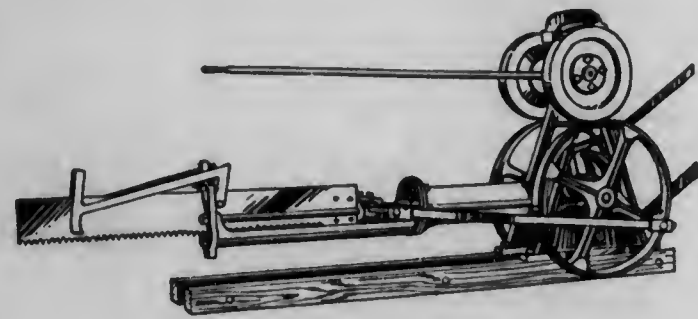
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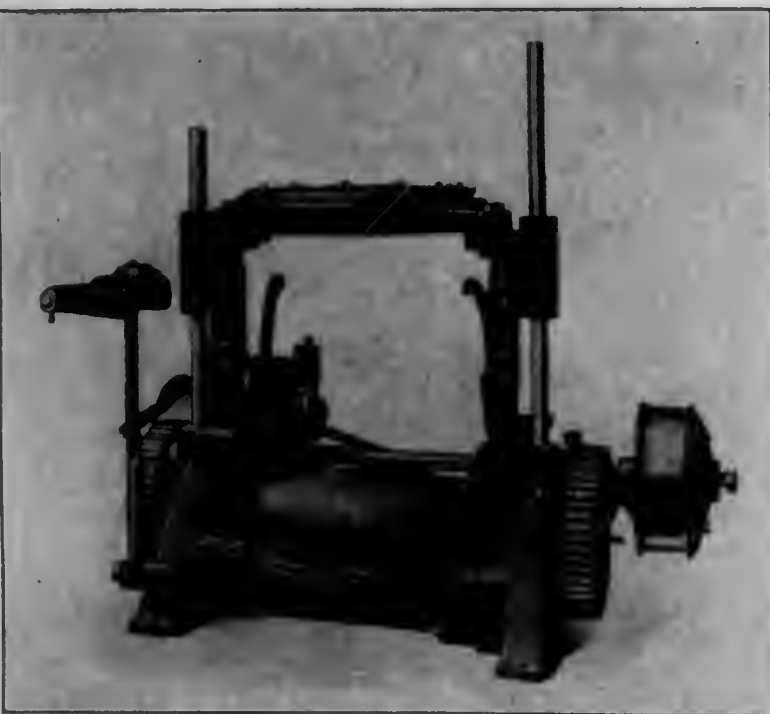


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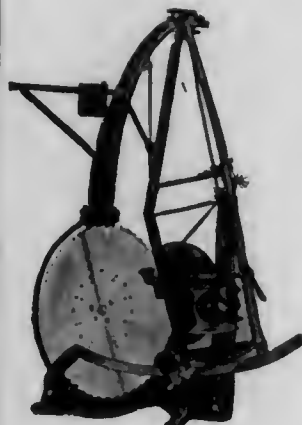
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barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with. Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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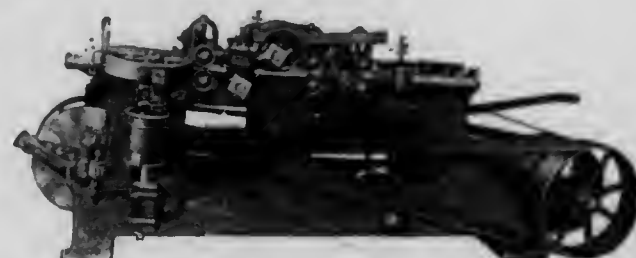
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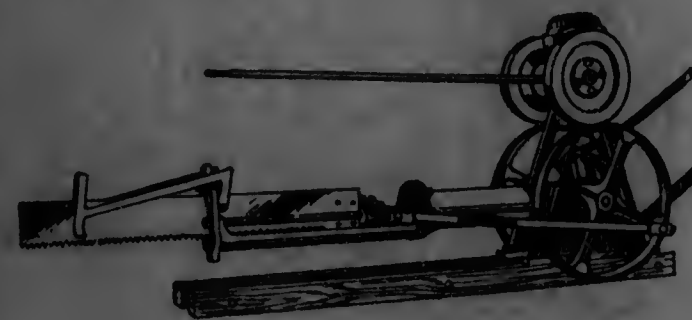
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for the good of the Cooperage Industry.

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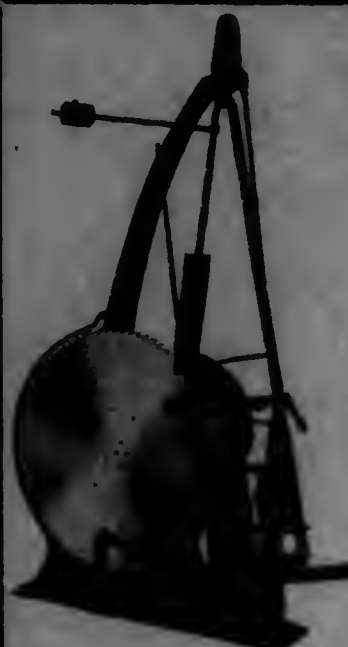
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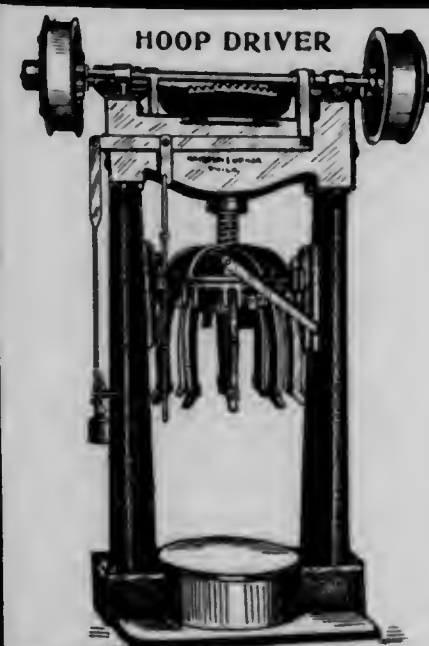
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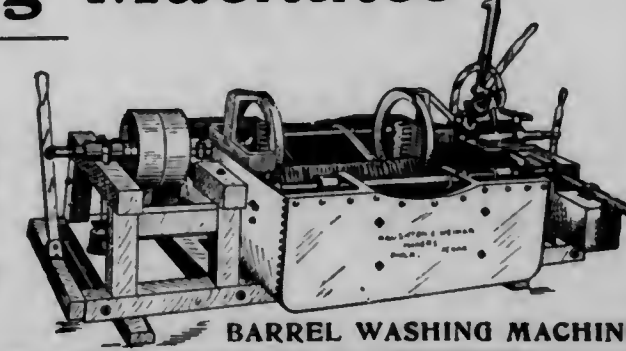
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The National Coopers' Journal

PHILADELPHIA, OCTOBER, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 6.THIRTY-NINTH
YEAR

New Orleans Outlines Reforestation Activities in Louisiana and Points Methods Whereby Timber Supply Will Be Made Permanent

Thirty years ago the forests of Louisiana were practically untouched, but as the timber supplies of the northern States were being rapidly depleted, the lumber and stave industries moved southward, and twenty years ago Louisiana forest products took a prominent place in the markets of the world. Early in the present century Louisiana had attained the place of third State in the Union in the production of lumber of all kinds. From 1906 to 1914 Louisiana's production was exceeded only by that of Washington, and in 1914 it reached the first place, with Washington a close second. She held this place until 1920, when Oregon passed ahead of her, and since that time she has held the third place.

Tremendous Timber Consumption

Forty per cent. of the people engaged in industry in Louisiana are in the timber business, in which 28 per cent. of the capital of the State is invested. In 1921 Louisiana's lumber output was over three billion feet, of which three hundred and sixty million feet were rated as hardwoods, while the remainder was pine and cypress. This tremendous consumption can not go on forever, without some renewal of the supply, especially as the cutting and use of timber is attended by the most extravagant waste. In fact, it is estimated that all the virgin timber of the State will be exhausted in another twenty years, and the other timber-producing States are no better off in this respect than Louisiana.

Life of Virgin Forests Will Be Prolonged

Must we then, in the time of men now living, find ourselves entirely without timber? This contingency can and will be provided against. In the first place, waste in timber cutting and in the utilization of timber must be stopped, and this is being done by the rapid improvements in forestry and in mill practice, so that the life of the virgin forests will be prolonged, and their usefulness extended. This is the first necessity, the reduction of waste by improved methods is important, but the effective measure against a timber famine must be found in reforestation.

Tree Growers Will Not Have to Wait Seventy Years for Returns

Among people who have not made a study of the subject the suggestion of raising a second crop of timber on cut-over lands is likely to call to mind an oft-quoted instance of natural reforestation.

In 1814, Wye farmhouse, on Chesapeake Bay, was burned by the British. The owners, if living, had not the means to restore the devastated farm, and the primeval wilderness claimed it again. The broad acres, where plentiful crops of corn had been cultivated, grew up in pine trees. Seventy years after the burning of the house and the abandonment of the fields the land was again cleared of what was practically a virgin forest of lofty pines.

That is the classic story, and seventy years seems a long time to people oppressed by the fear of a timber famine, and anxious to raise a crop in a hurry. Fortunately, however, it is not necessary for the tree grower to wait seventy years for some return on his investment.

Japan's Object Lesson

Japan has given us the admirable object lesson of an overcrowded country, where, in spite of a population of 360 people to the square mile, successive forests have been grown over a known period of two thousand years, and where, until her last great disaster, her forest products not only sufficed for all domestic needs, but furnished large exports to Australia. Needless to say, the Japanese do not wait seventy years for the first returns for their labor in tree planting. Their methods are much too progressive for that, and their forestry practice might be studied to good advantage by the most advanced of the white nations.

In Louisiana second-growth stumpage, on lands which were cut over less than thirty years ago is being sold for from \$5.00 to \$6.00 per thousand feet. The increase in the value of the timber on cut-over lands that are being

allowed to reforest themselves by nature's slow method is supposed to be equal to 6 per cent. on the capital invested, compounding annually.

How to Get Returns in Eleven Years

When trees are planted on cut-over lands, or when a few trees are left standing on every acre, to furnish seed for the production of a new timber crop, it is found that the new forest will yield a good supply of pulpwood in eleven years. If one-third of the stand is cut for this purpose the remaining trees will grow more rapidly, and in twenty-five years from the date of planting there will be a heavy stand of timber. As this is thinned out the remaining trees continue to grow, and when the last of the trees are cut at the age of forty-five years they will have attained a large size, and, if they are given proper protection young trees will be along in their growth to replace them.

Timber Growth Would Be Continuous

In this case it would be a wait of only eleven years for the first returns, and then the crop would be continuous as long as timber was needed, or to the end of the world.

Cooperage Timber Grows Rapidly

With timber suited for cooperage purposes the growth is even more rapid, and the returns would come sooner. Cottonwood will attain a height of fifty feet, and a diameter of twelve inches at the stump in ten years. After that the timber constantly increases in size, and could be cut at the annual rate of twenty-five trees to the acre, so that all trees of the original planting would be cut off in twenty-five years, and the cutting of another growth would commence.

When Carolina poplar is planted 8 feet by 8 feet it will, in thirteen years, attain a height of sixty-five feet and a diameter of from eight to fourteen inches at a height of four and one-half feet from the ground.

Timber Lands Can Be Made to Yield Steady Income

In this State the land-owner practicing reforestation does not have to wait seventy years for the first return on his investment, but may expect a first yield in from ten to twelve years, after which his timber land will yield a steady income.

Louisiana Has Model Tree Farm

The State of Louisiana has recently purchased 2,000 acres of second-growth timber near Woodworth, to be used as a forest demonstration plot. This is to be made into a model tree farm, where all who are interested may learn the best methods of reforestation. On this tract the State will demonstrate that the growing of trees is not only practicable, but is also a very profitable business. This is merely a part of the policy of the forestry division of the department of conservation, which is to buy small tracts wherever possible, and use them as parts of the State forest reserve. In this the State is setting a good example to her citizens, but private enterprise is acting on a much larger scale.

The best known enterprise of this character in the State is the Urania tract of 50,000 acres. The large mill on this tract is not turning the land into a desert, but by judicious tree cutting, and due protection of young trees, will maintain a permanent forest that will supply the mill constantly without diminishing the quantity or value of the stand of timber.

Practical Forestry in the Interest of Stave and Heading Timber

The newest large enterprise in practical forestry is that of the Crossett Land and Development Co., which has placed 58,000 acres in Morehouse Parish, near the Arkansas State line, under reforestation for a period of twenty years. Part of this land is in pine, and part in the woods commonly used for staves and heading.

Tangipahoa Parish has recently approved and authorized the placing under reforestation of 55,000 acres of cut-over lands.

Intelligent Forestation Will Make Timber Operations Permanent

The forestry enterprise of the Great Southern Lumber Co. is well known. This enormous corporation has 53,000 acres under reforestation, and expects its timber operations to be permanent.

Care and Protection Needed

The first necessity in reforestation lies in the prevention of fires. Fire patrols are maintained, and employees and neighbors are induced to take an interest in the prevention of fires. Permits to hunt on these lands are freely granted on condition that the sportsmen aid in fire prevention.

It is the common practice to fence lands under reforestation, to keep out hogs, which are destructive to young trees, but cattle, horses and sheep are allowed to pasture freely among the growing trees.

The Great Southern people find that of 300,000 wild seedlings transplanted 75 per cent. survived, and of 700,000 seedlings raised in their own nursery 95 per cent. survived.

It is found that artificial reforestation on completely cut-over lands cost \$4.00 per acre, this being the average cost of 1,400 acres, planted with one million seedlings. In other States the cost has been much higher.

Many tracts of from 40 to 100 acres are scattered throughout the State, so that Louisiana, while the second State in the production of timber, is the first State in the Union in the conservation of its timber supply.

Why can not other States fall in line, and make the yield of lumber and cooperage stock permanent?

Cooperage Trade Preparing for Active Season

After a very quiet late summer the cooperage business in New Orleans is reviving slowly. Shops are stocking up, preparing for an active season which is commencing. Some of the shops have made up a good stock of barrels, and are now beginning to move them.

Prices on cooperage stock, after a considerable advance, slumped, but are now looking up again. The price on barrels has stiffened a little, but is still entirely too close to the cost of production for comfort.

Barrel "Quality" Should Be Maintained to Protect Cooperage Industry

The expedient of lowering the quality of the package to suit the low price has not been a success. To promote the use of the barrel as the best package its quality should be improved, so that shippers will be willing to pay a living price for the sake of quality. The man who lowers the quality of the barrel in order to be able to undersell his competitor will eventually ruin himself and damage the cooperage business.

STAVE TRADE IN FOREIGN COUNTRIES

For the benefit of American cooperage exporters, the Lumber Division has just issued the publication "Stave Trade in Foreign Countries." This is a compilation of reports from American consuls and representatives of the Department of Commerce in various foreign countries. Being replies to a questionnaire sent out by the division, these reports cover the importation, domestic manufacture, specifications and uses of cooperage, as well as indicate how the import trade is handled. In addition, statistics on the cooperage exports of the United States and imports and exports of other countries were prepared by the division. Statistics on United States exports for 1922, which were only recently available, have been added as an appendix. Another appendix includes a statement of import duties on cooperage materials for all countries, corrected to January 1, 1923, by the Division of Foreign Tariffs.

Copies of this bulletin may be obtained from the Superintendent of Documents, Government Printing Office, Washington, D. C., or from the district and cooperative offices of the Bureau, at fifteen cents a copy. Its number is Miscellaneous Series No. 118.

BREWERY CONVERTED INTO MATCH FACTORY

The West Virginia Match Company, with a capitalization of \$300,000, is reported to have acquired the old Schmulbach brewery building in Wheeling, W. Va., and will remodel it into a plant for the manufacture of matches.

Louisville Reports a Fair Volume of All-Around Trade Running at Present With Steady Increase Looked For

Business with the tight cooperage trade of Louisville has been quite fair during the month, but, as a whole, is not as active as it was a little earlier in the year, due in part to the fact that unseasonable weather has held back some of the crops. Grapes are reported about forty-five days late, while apples are also somewhat later than usual. During the month keg prices have held firmly, although red and white oak oil barrels were cut fifteen cents on the package. Wine and charred spirit barrels continued firm as did also gum barrels.

Trade reports vary, different companies having different conditions to contend with. For instance, one large plant reported its keg business as big, while its barrel business was not over 50 per cent. of capacity. Another company reported that its barrel business was about full, while its keg business was down to close to 50 per cent. A third company that does not make kegs reported very fair business on barrels. As a whole, therefore, it looks as if the tight trade has a fair volume of all-around business in hand, with the outlook encouraging and prosperous.

Tight Stave and Heading Manufacturers Have Their Eyes on the Proper Indicator

While stave and heading prices continue quite firm, it is claimed that a good deal more material is being offered, although producers are holding for their prices. Demand is not as active as it was and it is reported that some of the Southern mills are slowing down production just a little, as they do not care to accumulate too much unsold stock. Manufacturers refuse to sell unless they can get their price.

Weather Improves

After many weeks of mean weather in the South, fairly dry weather has been experienced in the Louisiana, Arkansas, eastern Kentucky and other sections, so that production has been materially improved in many sections.

Flour Mills Are Running to Capacity

The slack barrel business has also been better during the past month. Flour millers are busier than they were, and apple barrels, as well as general slack barrels, are moving more freely. The millers booked very heavy flour orders in July and August, but these orders were for future delivery and, until the market started advancing, there was not much interest shown in ordering out under the contracts. Since prices began advancing on flour along with the advancing wheat market, the large flour buyers (jobbers) have started giving shipping instructions under their contracts, and mills are again running on capacity basis.

Rainiest Summer on Record

In eastern Kentucky roads have been soft for the better part of the summer as a result of one of the rainiest summers on record. This condition retards hauling to some extent. Then the labor situation has been a mean one, as the lumber and stave people have been meeting competition of the coal industry, and larger need of labor on busier railroads. The oil industry in eastern Kentucky has not been so active lately, due to the low prices of crude oil; in fact, the industry is nearer to a standstill than it has been for eight years past. For a time oil developments were recruiting a lot of labor, but, on the other hand, the coal companies have been busier than usual this summer, owing to a good coal supply, fair market and no strike troubles.

Cool Weather Helps Labor Situation

In Louisville the labor situation has been a little easier since the weather cooled off, and men who would not work more than two or three days a week during the hot weather are putting in much better hours now. The tight trade is in very fair shape as regards labor supply.

Slack Barrel and Stock Market Unchanged

The slack barrel and stock market shows absolutely no changes in quotations over a month ago. Flour barrels are 80c@85c; sugar, 90c@91; one-head produce, 60c; two-head, 65c; poultry, 70c@80c; No. 2 stock, sugar-sized produce, 70c@75c; No. 1 gum staves, \$13a \$15 a thousand; No. 2, \$9a\$11; mill run, \$10a\$12; flour-sized heading, No. 1, 15 cents a set, and sugar-sized, 17c@18c; with mill run one cent under, and No. 2, 3 cents under. Elm hoops, 6-foot, \$15a\$20 a thousand.

The following keg and barrel prices were ruling in this market at time of writing, September 22d:

The Tight Keg Prices				
Hoop	Gal.	Red Oak	White Oak	Wine or Plain Spirit
6	5	\$1.25	\$1.35	\$2.10
6	10	1.60	1.70	2.35
6	15	1.75	1.85	2.60
6	20	1.90	2.00	2.85
6	25	2.05	2.15	3.20
6	25	2.05	2.15	3.20
6	30	2.20	2.30	3.50

The Tight Barrel Prices				
Hoop	Gal.	Red Oak	White Oak	Wine or Plain Spirit
6	45	\$2.70	\$2.85	\$5.00

Gum Barrels				
Hoop	Gal.	Red Oak	White Oak	Wine or Plain Spirit
6	45	\$2.70	\$2.85	\$5.00

Small Kegs				
Hoop	Gal.	Red Oak	White Oak	Wine or Plain Spirit
4	1	.65	.70	\$1.00
6	2	.75	.80	1.15
6	3	.85	.90	1.30

Trade Condition Personally Reported

Paul Dysart, Jr., of the J. D. Hollingshead Co., Louisville division, reports that the company is only operating the Hollingshead plant at the present time, running around 2,500 slack barrels a day. The force from the Smith plant, owned by the same company, is being employed to a considerable degree in the Hollingshead plant just now. Running both plants the company would have a capacity around 3,500 barrels daily.

J. Nick White, of the Louisville Cooperage Co., reports very fair package business. Also, Mr. White states that good weather is finally favoring the mills, which are running on better time in both eastern Kentucky and Louisiana than at any previous time this year.

W. A. Watts, of the Chess & Wymond Co., reported fairly active business in the company's local and southern barrel and finishing plants, while stave and heading operations are being favored just a little now by better weather. Mr. Watts reported a fairly firm market, with nothing of special interest in the trade.

A. Herb, of the Atlantic Tank and Barrel Co., stated that business was running from fair to good, with the company fairly busy on barrels in the local plant. So far a new manager has not been secured to replace A. E. Scott, who resigned to go into public utility work at Indianapolis.

Will Make Barrels

The Bond Clarkson Co. was recently incorporated in Louisville, with a capital of \$50,000, by Ben S. Clarkson and others, for the purpose of operating a plant to manufacture packages, including barrels and boxes.

LATE CABBAGE PLANTING WILL HOLD UP KRAUT MAKING IN NEW YORK STATE

The acreage of domestic cabbage in Ontario, the principal producing county in New York, is 15 per cent. under last year and shows a decrease in Onondaga, Wayne and Cortland counties. For the date of September 8th, early planted acreages were looking fairly well and crops already harvested were yielding eight to ten tons per acre compared with twelve tons in an average year and fifteen tons last year. Later plantings showed the effects of dry weather and were very backward in growth. Recent rains should help materially, but the indications of September 8th were for not over a 65 per cent. yield of this type of cabbage. It is not likely that cutting for kraut will be well under way until the latter part of September.

COOPERAGE EXPORTS

Stave exports during July decreased by 3,000,000, the entire amount being slack staves. Exports of tight staves were approximately the same. The principal markets were: Cuba, 2,363,165; Canada, 818,043, and France, 470,442 staves. Other cooperage products exported included 312,636 sets of heading, 153,605 sets of tight, and 42,285 sets of slack cooperage shooks, and 45,115 empty barrels, casks and hogsheads.

GADSDEN COOPERAGE CO. HAS FIRE

The dry kiln and steam plant of the Gadsden Cooperage Co., Gadsden, Ala., was burned September 20th. Loss was \$40,000.

WHAT USE IS MADE OF SHAVINGS FROM TIGHT STAVE AND HEADING PLANTS

CLEVELAND, OHIO, September 22, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The enclosed clipping from a local newspaper seemed to be something, if the information is correct, of great interest to tight barrel, stave and heading manufacturers. If run in THE JOURNAL it might find some one directly interested who would find it profitable to make some further inquiries as to whether this process could not be used by others.

The writer recalls that some years ago, when in the West, a stave and heading mill which was working on Douglas fir stock was selling the shavings from their stave jointers (Oram, of course), to a local paper mill, and later a Southern cooperage and stave and heading manufacturer was wondering if we had heard of any paper mill being able to use hard wood shavings such as were made from oak staves, etc.

Yours very truly,

THE JOHN S. ORAM CO.
W. H. KEIM.

The clipping enclosed by Mr. Keim has to do with the activities of Henry Ford, and was as follows:

Henry Ford Now Making Wood Pulp

"Wood pulp produced from hard wood for use in paper making is the latest attainment at the River Rouge plant of the Ford Motor Company.

"It is the first time in the history of the paper manufacturing industry that hard wood has been successfully converted by what is known as the 'soda process' into pulp so that it could be utilized in the production of paper, and therefore is an achievement of outstanding importance. Heretofore, spruce, poplar and similar soft woods have been looked upon as the only kinds available for paper manufacture.

"Experiments covering several months were carried on before the River Rouge plant paper mill finally developed a process whereby hard wood could be used in the making of pulp. Now manufacture is being successfully carried out on a large scale, with plans under way for increasing production as soon as new equipment can be installed.

"The development of the new process enables the Ford Motor Company to use all of the scrap pieces from its body-building plant at River Rouge, thus affecting a new economy in lumber conservation.

"The scrap lumber goes into a great machine where it is chipped, and then carried by suction pipes to an immense digester.

"About 18,000 pounds, or nine tons, of chips are placed in the digester for one batch and average about 75 per cent. hard maple, the remainder of oak, ash and other hard woods. To these are added 4,500 gallons of caustic solution of sufficient strength to reduce the chips to a high-quality fiber under seven hours' cooking at 110 pounds steam pressure.

"When the digesting process is completed the fiber is pumped into washing machines and thoroughly cleaned. It comes out 100 per cent. wood fiber, ready for paper manufacture.

"Production at the mill at present is confined to that of a superior quality binder board, .075 to .030 of an inch thick, of firm body, water-proof and exceptionally durable."

Any and all information from our tight stave and heading manufacturers as to what disposition is made of their shavings will prove interesting reading. Let us hear from you.

UTILIZATION OF SHAVINGS RESULT IN GOOD SAVING IN FUEL COST

Recent installation of a duplicate system of boilers and engines, with an electric air compressor and the utilization of shavings from local saw mills instead of coal for fuel, has resulted in good savings for the city light and power plant of Sparta, Ga.

BEER BARRELS USED FOR KINDLING WOOD

The enforcement of the prohibition laws in Pittsburgh, Pa., will keep many home fires burning during the coming winter in the Alleentown, Beltschover, and other South Hills districts. Prohibition agents on September 20th began the destruction of a number of barrels and cases of contraband beer at the Allen Avenue warehouse where they were stored following seizures by the agents, and almost as fast as the barrels were emptied they were destroyed by persons wanting good kindling wood.

Owing to increased business, the National Cooperage Co., Clarendon, Ark., is running an extra shift of men.

BUFFALO COOPERAGE MARKET

The demand for slack cooperage stock is slow at present and many coopers do not appear to have provided for the needs of apple growers to their usual extent. The reason for this is because of the erratic nature of the market. Coopers have a good deal of complaint to make that much variation is shown by mill prices of hoops and staves and of quick cancellation of quotations. If they wire for a mill quotation, they say, they get a higher figure quoted than they would if they send a letter, and some mills are found quoting prices at the mill higher than those quoted by their competitors for delivered stock. So all this uncertainty creates a feeling of caution as well as of dissatisfaction.

Does Quality Fall With Price?

If the apple crop comes through with such a rush as peaches did, which have sold already at \$1.50 per bushel retail, the farmers may find prices so low that they can not pay for barrels. The prospect is for their using a good many baskets. The price of apple barrels has been reported as low as 70 cents, which looks as if the country coopers were hurting their trade. This is likely to mean poor barrels and is a reason why the slack trade is no better than it is. Certain members of the trade hold that if perfect barrels had been made right along there would have been no slump in the demand.

Transportation Outlook Is Good

The railroads are promising a sufficient number of refrigerator cars this fall for moving the fruit crop, the matter having been brought to the attention of the officials by farm bureaus and members of business organizations. This is a satisfactory state of affairs and the railroads are in better shape this fall than for several years, owing to the catching up they have succeeded in doing in the matter of car repairs.

The Cost of Apple Picking

Picking apples comes high in these days, averaging about 25 cents per barrel. A report from Wyoming County says that the price there is 25 cents a barrel without board, or 20 cents and board.

Some Export Flour Is Moving in Wood

The flour barrel trade is called very dull. Millers are all complaining that they are doing little business and the cooperage shops get but limited orders. Lack of confidence in wheat prices is blamed for the failure of flour buyers to take hold as well as they formerly did. Still, a little export flour in wood is moving.

Ontario Will Have Good Apple Crop

A report from the fruit belt south of St. Thomas, Ont., says that the apple crop there will be one of the best in years and that the fruit is of unusually fine quality. Orchards that have been properly cared for are well loaded. One of the largest packers in the district expects between 2,500 and 3,000 barrels, as against 1,500 barrels last year.

More Produce Should Mean More Barrels

The Vegetable Growers' Association of America held a convention at the Hotel Statler during the week beginning September 17th with many speakers on the program. A campaign to increase the use of vegetables in this country was started. The association hopes that double the amount will be used, and if it can bring this about the cooperage industry should profit to a large extent.

The Tight Barrel Market

Tight barrel business is slow at present, with some easing up in the prices asked. Gum barrels are now \$2.60, red oak \$2.75, white oak \$3. All are 15 cents to 25 cents lower than a short time ago.

Oil Barrels Go Up in Smoke

A warehouse containing 60,000 oil barrels owned by Harry Feldman, a barrel dealer at Eagle and Watson Streets, was burned on August 30th, with loss of about \$100,000. The building was owned by the Lang Estate and was formerly used as a malt house. It was built of brick, two stories in height, and about 200 feet in length. In the center was a four-story tower, which gave way after the roof collapsed. The cause of the fire is a mystery. The insurance on the building was \$20,000 and on the contents \$10,000.

Dye & Pettis, produce dealers of Medina, N. Y., lost a stock of barrels, cushions and caps recently when the east building of the Medina cold storage plant was destroyed by fire, with loss of \$45,000.

MAY LOCATE NEW HOOP PLANT

Data for the consideration of a large barrel shop establishment in making a decision to locate on Coos Bay, Marshfield, Oregon, is being compiled by the Chamber of Commerce committee. Managers of the company will visit the Bay shortly, at which time the information will be presented to them.

The company, which is withholding its name for the present, is now operating what is said to be about a \$15,000 plant. It is looking for a location either at Marshfield or at Astoria and wishing information as to location and possibilities of obtaining spruce and hemlock slabs from five to seven feet in length, the officials wrote to J. A. Rowe, who has turned the proposition over to the chamber.

Secretary R. T. Spaulding states that the committee will furnish all necessary information and make all efforts to induce the company to locate at Marshfield. The field at Marshfield is big for that industry and similar by-products of lumber, such as broom handle stock, candy pails and in fact most any kind of wooden ware.

STABILIZATION OF OIL INDUSTRY HERALDED

The over-production of crude and refined oil in the California and Mid-Continental fields is being brought under control and the industry is again becoming stabilized, said Colonel U. G. Lyons, president of the National Petroleum Association, which opened its twenty-first annual convention at Atlantic City, September 19th, in his address.

Colonel Lyons also made a vigorous defense of the present prices of gasoline, and advised refiners not to become panic-stricken because of pending investigations by various State and national authorities.

"It can not be said that the general prices paid by the public for gasoline and other petroleum products have not been maintained at as low a point as justifiable," he said. "The over-production of crude and the over-production from refineries have made the prices realized by the refiners generally disproportionately lower than the prices paid by the consuming public, thus making the refiners in some instances bear a loss in their transactions in the flow of oil from production to consumption."

APPLE MEN TO ORGANIZE

Plans are maturing to organize the Northwest Apple Growers' Exchange, taking in all apple-producing associations in Oregon and Washington and western Idaho, according to report from Portland, Oregon. Probably Portland will be headquarters. Bankers are active in aiding the movement as a means of achieving all that may be desired through co-operative marketing agencies.

WILL BUILD BIG SALT PLANT

Two thousand acres of salt land located two miles from Edith, Okla., have been purchased by the Sante Fe Salt Company, which Eastern capitalists have organized with \$2,000,000 capital. A new system of sprays and evaporation will be used for extracting the salt. The capacity of a plant to be erected is 500 tons daily.

WILL MANUFACTURE WOOD PRODUCTS

The Coons Manufacturing Company, Abingdon, Ill., recently organized by O. A. Coons, has started the building of a plant for the manufacture of cypress silos and other wooden products. Mr. Coons formerly operated a similar industry in Louisiana.

MENASHA WOODEN WARE CORPORATION

The Menasha Wooden Ware Corporation, Menasha, Wis., has filed articles of incorporation, the capital stock being placed at \$400,000. The company is operating a plant for the manufacture of wooden ware of all kinds.

STAVE AND HEADING PLANTS ARE WORKING TO CAPACITY

The plant of the McRae Veneer Company, McRae, Ark., is being operated to the limit of its capacity and the management states the order files are filled to overflowing with orders for veneer stocks of all kinds. All of the veneer, heading and stave plants in that section are working to capacity.

CRANBERRY GROWERS ANTICIPATE PROFITABLE SEASON

Prof. Andrew J. Rider, Hammon, N. J., known as the "Cranberry King," reports that this year's crop is fully up to the average in quantity and a little above the average in quality. If frost holds off, cranberry growers anticipate a profitable season.

ST. LOUIS COOPERAGE MARKET

During the latter part of September there was a markedly better feeling in both the slack and tight barrel branches of the cooperage industry in St. Louis than when last report went forward. Leading operators in this market are more optimistic in their views, and the consensus of opinion seems to be that the market is being gradually stabilized, so that a good, steady trade may be expected for the remainder of the season.

There is a more active call for slack barrel stock from almost all sources of consumption than last month, while prices are a trifle firmer than they have been for some time past. A personal visit to the leading plants in St. Louis revealed a busy state of affairs, with most of them running full tilt to keep up with the demand for urgent deliveries.

Conservative Policy of Tight Manufacturers Is Worthy of Note

What has been said of the slack barrel trade is largely true also of the tight barrel industry. Local shops are well provided with orders, and interviews with the managers were productive of nothing save a hopeful visualization of the future. Prices, too, are reported as being about all that could be desired, and the tendency seems to lie in the direction of a conservative policy in the matter of advancing prices under present conditions in the trade generally.

Trade Briefs

The Voll Cooperage Company reported all their plants running, also advising that they are now cutting white and red oak tight barrel keg staves at their plant at Corinth, Miss.

T. H. Wiseman, of Robert Welch Co., cooperage machinery, is enjoying a well-earned vacation fishing in the Canadian lake country—a sport which he very much enjoys. He is expected to return about the first of the month.

FARMERS' MFG. CO. SELL ENTIRE HOLDINGS

Sale of the entire holdings of the Farmers' Manufacturing Company, Norfolk, Va., to the Eastern Corporation of New Jersey, representing Chicago and New York interests, was announced recently by officials of the former concern. The purchase price was not given, but it was said to approximate \$2,500,000.

The property includes three veneer and package plants, located in Norfolk and Suffolk, Va., and South Carolina; five stave and heading plants and fifty-five assembling plants in Florida, Georgia, South Carolina, Virginia, Maryland and New York and approximately 350,000,000 feet of timber.

BUYS BARREL PLANT

Philip Evans, of Salamanca, N. Y., has bought the plant and stock of the Salamanca Bag and Barrel Co., of Mrs. C. W. Terry, and will conduct the business under his own name.

WILL BUILD NEW STEEL PLANT

A site of 123 acres has been bought by the American Steel and Wire Company for a new plant to be erected at Gary, Ind., next year. It is said to be the first subsidiary plant of the United States Steel Corporation to be built south of the Grand Calumet River.

OIL WORKS TO RESUME

The Titusville Oil Works, at Titusville, Pa., resumed operations the week of September 24th, after having been shut down for two months.

PACKING COMPANY ORGANIZED

General packing activities are planned for the Banks Brothers Packing Company, Norfolk, Va., which has been organized with L. W. Banks, president; M. M. Banks, secretary, and \$500,000 capital.

CEMENT MILLS WORKING AT CAPACITY

Report from Coplay, Pa., under date of September 25th, advised that all the cement mills in the Lehigh district were working on a capacity basis and shipping their output as fast as produced. Very little cement is in storage.

MACHINERY TO BE SOLD

All of the machinery equipment of the Tyndall-Morris Company, Eddystone, Pa., is to be sold by private negotiation by the Industrial Plants Corporation. This plant is one of the largest in the United States for the manufacture of crank shaft lathes and grinders.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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J. E. MacDonald, Associate Editor

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Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in one paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

PUBLISHER'S STATEMENT

Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.

Note.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send one copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.
Editor and Manager, M. E. DOANE, Philadelphia, Pa.
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Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of the total amount of bonds, mortgages, or other securities: None.
(Signed) M. E. DOANE, Manager.

Sworn to and subscribed before me this 28th day of March, 1923.
H. DARRAGH MACKENZIE, Notary Public.
(Seal)
(My commission expires April 1, 1927.)

THE POWER OF ASSOCIATION

Throughout the length and breadth of the land the power of association grows, and with this growth comes new constructive ideas of co-operative working that are lifting commercial and industrial lines far in advance of what they ever were before.

It would eat up some space just to list the number of business and industrial bodies that were in convention assembled during September alone, to say nothing of touching upon the wide and varied subjects which were under discussion at the different meetings.

This much can be said, and is well worth noting, that in all the conventions held there was a general tone that sounded through and above all the specialized talks, which tone points the truth that all business and industries are growing more and more alive to the fact that none can stand alone or aloof from the whole, since it is recognized that, like the roots of a tree, the roots of any business or industry must cover a wide area if the sustenance needed is to be drawn into it.

The present-day business man or manufacturer who studies only his own line, with no outlook or interest in what his fellow trade men or allied lines are doing, and with no working co-operation with his trade members through their organized association body, is rootless, and while he may flourish for a time, he is bound to dry up in due season because his roots do not go deep or far enough to keep him or his business alive.

It is the man of big vision and wide interests, interests which take in the welfare of others engaged, not only in the same line as himself, but in all contributory lines as well, that builds for trade permanency and business success. And what is true of the individual is true of the association as a body. An association that keeps its eye fixed on the industry it serves, as a whole, rather than limiting its vision and working activities to

that portion of the trade covered only by its membership at the same time that it is fully informed as to what other organized bodies are doing, has the greatest opportunity for real service, growth and durability.

One of the most valuable functions of any association is its educational function and to properly exercise this function it must keep its attention fixed on the non-member as well as the member, since it is in educating the non-member to the benefits to be derived from association membership that the association grows in strength, size and influence.

In another part of this number of THE JOURNAL will be found an interesting pamphlet just issued by the Fabricated Production Department, which reveals in a most comprehensive way the value of co-operative working as it should exist between association and association members, with due regard for the non-association member who is an integral part of the whole, and whose working activities are, therefore, of prime and vital importance to the industry and to every one engaged therein.

EASTERN APPLE EXPOSITION AND FRUIT SHOW WILL BE BIG SUCCESS

Every indication is that the Eastern Apple Exposition and Fruit Show, which will be held at the Grand Central Palace, New York, November 3d to 10th, is going to be a great success.

Apples and apple products will be advertised as never before and, as just one instance of what one line of manufacturers is planning to do at the exposition, it can be stated that cider manufacturers are planning to serve cider to the 100,000 or more visitors which it is confidently expected will visit the show.

The coming show will not be a plate exhibit, as most apple shows have been, but will be a commercial plate exhibition throughout, with no exhibits shown that do not represent apples which can be supplied in quantity. Apples are to be sold at moderate prices, while thousands will be given away.

The co-operation of women's clubs, public schools and other agencies, in addition to all those interested directly in apple growing, packing, etc., together with the manufacturers of all kinds of apple products, is going to assure, as the *American Vinegar Industry and Fruit Products Journal*, which sees in the apple exposition great opportunities for the cider manufacturers, says, "The greatest advertisement to King Apple that has ever been accomplished."

"Eat Apples and Drink Apple Juice" will be the slogan of a nation-wide publicity campaign in behalf of the coming apple exposition.

Yes, sir! There is going to be a barrel exhibit at the Eastern Apple Exposition, with our efficient barrel booster, A. C. Hughes, right on hand.

PULL A LITTLE HARDER

When one is rowing up-stream, or against the current, he needs only to pull a little harder to make headway and to eventually reach his objective. And so it is in trade and business, and especially right now.

All going is not easy and there is a mighty slim proportion of mankind that would want it to be. There is no zest to achievement where there is no resistance to be overcome nor any obstacles to be surmounted.

Easy going makes flabby muscles and dead brain cells and, if the present, with its manifold trade and business perplexities, with its constant changes and readjustments, etc., does nothing else, it brings into wonderful activity a new line of reasoning, touching basic changes, which, given time, is bound to solidify into a new order of things, under which new order greater progress will be made than has ever been made before, while returns from efforts expended will be larger, in every direction, than have so far been recorded.

All the keen-sensing minds not only predict, but many already proclaim, that a new era of business activity is with us, the full significance of which has not quite been fully compassed, even by those who proclaim its arrival.

But of this we can all be sure if we keep up with the procession and help with the work in hand we are bound to reap our share of the rewards.

Therefore, let yesterday pass on; "live and let live" today; plan for tomorrow, and no matter how large you make your draft upon the future it will be honored when presented.

BEING THANKFUL INCREASES PROSPERITY

No one is justified in concluding that anything is in sight to indicate a serious depression in business in the near future, according to Judge Elbert H. Gary, chairman of the United States Steel Corporation.

Speaking in New York recently, Judge Gary said:

"It is generally known that there has been some diminution in new orders during the last few weeks, but this is reasonable and is not alarming."

He pointed out that the volume of business placed in the last six months has been extraordinarily large and that new business and unfilled orders have combined to keep the corporation's finishing mills operating at 89.4 per cent. He declared there should be no surprise if operations should decrease somewhat, although the corporation feels that bookings during the next sixty days will be larger than they have been during the last two months.

"We should all remember," Judge Gary concluded, "that this is a very big country and very rich and on the average is very prosperous. Every one should be and nearly every one is thankful. Being thankful increases prosperity, but a few seem to be happiest when they are finding fault."

DEMAND FOR APPLE BARREL STOCK WILL BE GOOD FOR SOME TIME TO COME, SAYS JAMES INNES

The principal stock moving during September was apple-barrel material, and No. 1 four-barrel stock. The rest of the trade, however, was hardly up to normal, the demand for No. 2 staves especially showing a falling off.

Owing to good rains during the latter part of August and in September, apples have grown considerably, and are in better shape than they have been. Export demand for apples is also increasing, so it looks like a good demand for apple-barrel stock for some time.

Prices are practically unchanged from August, cooled hoops being a little easier, as they are more plentiful, although heavy rains during September will curtail the output to some extent.

Heading is also more plentiful with prices a shade lower, but on the whole August prices are being maintained.

The immense crops now being marketed will undoubtedly stimulate general business, and the cooperage trade will reap their share of benefit from increased demand in all lines.

Underlying confidence is the tone of the market at present.

BUSINESS HAS IMPROVED AND GENERAL TRADE DEMAND IS VERY MUCH BETTER, SAYS WALTER C. HARTMAN

We are pleased to say that business has somewhat improved and the demand in trade generally is very much better than last month. However, the apple barrel season seems to be over and for various reasons, including damage to the crop from every cause except frost, lack of demand on the part of the buyers who put the fruit in storage and the use of the box and basket. What business was done seems to have been completed early and the trade is now practically inactive.

We have been told that one of the reasons the fruit business was limited this year is that hoops and heading took an abnormal jump in price at the most unfortunate time, discouraging buying. By the time the price eased off it was too late for the late summer business, time of delivery considered.

For the last two or three weeks prices have been fairly stable and manufacturers generally claim that they can make no profit at lower levels than now exist, and advances, with a good fall demand or decreased production following had weather, are expected.

The large buyers in the industrial concerns anticipate a good volume of business for the cooperage men this fall but in every line of business in various sections of the country there seems to be an actual depression, with some uncertainty as to the future.

VOLUME OF BUSINESS DURING SEPTEMBER WAS SATISFACTORY, SAYS C. M. VAN AKEN

There is very little to be said this month in connection with the cooperage situation for this locality. The fruit barrel people are busy making barrels, but most of them have sufficient stock in or ordered to cover their requirements for this year. The shipments to the fruit barrel people this month have been normal.

There is a fairly good demand for stock along promiscuous lines, the local coopers are fairly busy and the general volume of business moving into this territory, during this last month, has been sufficient to make the month one that we could not complain too much about as regards volume. Prices, however, have not been as satisfactory as the volume of business.

CREDIT MEN PRAISE FEDERAL RESERVE

The credit men in session at Atlantic City during the week of September 17th expressed the opinion that the Federal Reserve System has saved the country from several serious panics and declared that our present excellent banking and currency system is largely responsible for the stable credit conditions which now exist in this country.

In their resolution dealing with the subject, the credit men declared: "The twenty thousand and odd commercial banks not affiliated with the Federal Reserve System, many of which are qualified, or can, with but little difficulty, qualify for membership, presents a situation that creates problems demanding our best thought and control."

They pledged themselves to fight any effort to eliminate or substantially modify the Reserve act.

A wrong perspective on the part of some credit men is responsible for a considerable portion of the huge had debt loss of the nation, the directors declared. Too frequently "credit men assume that failures must occur instead of assuming that failures must not occur."

Indications that organized labor is beginning to realize that the whole labor movement is seriously threatened by the "outlaw" strike was also seen by the directors of the National Association of Credit Men in their meeting of September 20th, through the condemnation of the walkout of the New York newspaper pressmen by the organized labor leaders. The strike itself is described as "especially pernicious and the losses in revenue by the newspapers and by their allies, the retail stores of the metropolis, must be largely irretrievable."

The strike as a means of settling industrial disputes is declared in a resolution to be "uneconomic, unsocial, and in the long run without profit to anyone."

Some method for the adjudication of disagreements between employees and employers other than the strike and lockout must be devised, the resolution declares, adding "the future of our production and the welfare of the people at large demands the composing of disputes in a manner that will not carry scars and impose heavy burdens on the guilty and innocent alike."

BUSINESS IS ON THE UPWARD SWING

Report from Worcester, Mass., advises that business generally in Worcester is on the upward swing after a drop that began in the early spring following several months of activity equaling war-time production. The slackening off in business was partly seasonal. The steady recovery recently has made business and industrial leaders believe the coming year will disclose a steady upward trend in business and a resumption of peak production.

Manufacturing generally is in excellent condition. Manufacturers are not encumbered with either raw or manufactured stock. The call for help in manufacturing plants on all classes of labor has been steady, with the supply no more than keeping pace with the demand. Orders are increasing along substantial lines, with few cancellations.

NEW USES FOR WOOD BEING REVEALED BY CHEMISTRY

Chemical research is revealing new uses for wood that were not dreamed of a few years ago, declares the Forest Service, United States Department of Agriculture. One example given is that of the extended use of pulp wood not only for paper products but also for fiber containers, wallboard and similar forms of material. Wood is already in use for the making of artificial silk, rope, carpets and other fabrics.

Because of this great progress in the discovery of new uses for wood, the department declares it to be all the more necessary to treat the country's forests as crop lands rather than as timber mines with no thought of replacement.

CRANBERRY F. O. B. PRICE \$9 PER BARREL; CROP 590,000 BARRELS

According to report under date of September 14th, cranberries have started to move from the Cape Cod and New Jersey districts. The f. o. b. prices established at time of reporting were \$9 per barrel and \$4.50 per box for the Early Blacks. Cape Cods are in light offering as yet and the few sales made have been \$8.50 per barrel and \$4.50 per box.

The crop is estimated this year as follows: Cape Cod, 320,000 barrels; New Jersey and Long Island, 220,000, and Wisconsin, 50,000, the total being 590,000 barrels as compared with last year's crop of 565,000 barrels.

The fruit shows good color, but will average smaller, and the keeping quality is expected to be good on account of the cool spring.

TONGUED AND GROOVED BARREL BIG HIT AT CHEMICAL EXPOSITION

Among the large and various exhibits claiming attention at the Ninth Exposition of the Chemical Industries, held at the Grand Central Palace, New York, September 17th to the 22d, inclusive, none was better fitted to receive, and none did receive more interested attention than the fine barrel exhibit of The Associated Cooperage Industries of America, which exhibit was in charge of A. C. Hughes, field representative.

No Container of Wider Utility Than the Wooden Barrel

Mr. Hughes had on view for the first time at the Chemical Exposition the tongued and grooved barrel and just how this style of barrel appealed to the chemical man can best be outlined by the expression made by one of the investigators when he said: "If it is important to make chemicals, it is also important to have containers in which they may be shipped and stored. And of all containers, there is none of wider utility than the barrel. Barrels, like the poor, are always with us—some good, some bad, and some betwixt and between. After a close inspection of the tongued and grooved barrel, now being exhibited, we think it decidedly belongs in the class of good barrels."

"As the chemical man sees this barrel it is made with tongued and grooved staves, the tongue matching the groove the entire length of the stave. This makes of it a tight package—a package which is sift-proof and is particularly recommended by the makers for such prod-



ANDREW C. HUGHES, FIELD REPRESENTATIVE, WHO IS PUTTING A REAL SALES "PUNCH" IN THE WOODEN BARREL

ucts as dyes, powders, emery, pastes and plastic materials. Furthermore, it has a one-quarter less cost attraction over containers heretofore used for these commodities. This last quality carries a message that needs no code book for translation."

Reporting on the exposition, Mr. Hughes said in part: "Exhibits showed the varied characters of the industry and made evident the possible extension of greater cooperage patronage in fields yet to be opened."

There is no doubt that the Association acted wisely and well in patronizing and co-operating in this exposition by displaying a representative exhibit of wood barrels which can effectively stand the brunt of technical comparison with substitute containers made by discriminating executives and critical purchasing agents.

"The steel oil barrel and drums of new design were on exhibit and all in the container section of the exposition, which afforded the technical man ample opportunity to see and judge on the merits of wood and steel containers."

"Only in two instances were complaints made about the quality of wood barrels. With the rapid progress of the chemical industry now free from European chemical dependence, there is no reason to doubt the ever-increasing requirements for all kinds of equipment."

The quality barrel is wanted in this industry and in the measure that it is supplied just so much will patronage be given."

POWELL COOPERAGE CO. NOW READY TO SUPPLY STAVES, HEADING AND HOOPS

Recent advice from E. A. Powell, president of the Powell Cooperage Company, Memphis, Tenn., is to the effect that they are now ready to handle orders for mixed and matched cars of staves, hoops and heading, and that immediate shipments can be made from their Memphis warehouse.

To all who have tested the excellent grade of "Warrior heads," the Powell Cooperage Co.'s special line of manufacture, the company's new guarantee on their enlarged line will mean much. Mr. Powell says: "In handling orders for mixed and matched cars of staves, heading and hoops, we will supply 'High Grade Stock at Reasonable Prices,'" and what "Tom" says he lives up to; therefore, remember when you need staves and hoops in addition to heading, the Powell Cooperage Co., Memphis, Tenn., are equipped to serve you.

J. U. RIECK NOW WITH NATIONAL MANUFACTURING COMPANY

In advising THE JOURNAL of the association of J. Urban Rieck with the National Manufacturing Co., "The Best Stock" manufacturers of Detroit, Mich., President Walter C. Hartman says:

"Mr. J. Urban Rieck, our new traveling representative who enters our employ this month was formerly connected with the Himmelfarber-Harrison Lumber Company, Cape Girardeau, Mo., and he, therefore, knows the lumber and cooperage business thoroughly. With his experience and the fact that he is young and single we have no doubt but that he will make good from the start."

"Following our Mr. Higgs' death, Mr. F. F. Kessel, who has been with us a good many years, took up his work in the eastern fruit districts. Our Mr. Fred T. Mears handles our truck business in the East and with our branch office at Martinsburg, Mr. J. F. Wilson, manager, we have the various territories pretty well covered, considering that one or two men are constantly traveling out of our Detroit office."

"INVISIBLE" TRADE FIGURES IN REPORT

For the first time in history an analysis of American and world trade in which "invisible" exports and imports were estimated and considered was issued September 15th by the Department of Commerce, Washington, D. C.

The survey was for the year 1922 and showed a trade balance against the United States. Although the apparent 1922 balance in favor of the United States in the excess of exports over imports was \$754,000,000, Secretary Hoover's conclusions, with the "invisible" factors considered, estimated the amount on the red ink side of the American trade books at \$586,000,000 for commerce of all kinds.

"Invisible" factors, all estimated in the absence of exact information and statistics, include American investments and interest payments abroad, remittances abroad by immigrants, expenditures abroad of American tourists, payments on ocean freights and similar commitments. In emphasizing that the "invisible" items must be estimated, but only after exhaustive examination and with full co-operation with the principal banks, mercantile houses, shipping companies, the Treasury and other Federal agencies, Secretary Hoover requested constructive criticism of the department report to aid it in making a similar analysis of 1923 trade.

"To visualize the full balance sheet," he said, "it might be stated that if we had entered the year (1922) with no obligations either way and if we had settled our balances in foreign trade and international finance every month in the year in gold, we should have exported gold to the amount of nearly \$340,000,000 during the year, instead of having imported gold and silver to the amount of \$246,000,000."

"It is obvious," said Secretary Hoover, "that there are wide changes in progress in our international balance sheet for 1923, as compared with 1922. Up to date there has been a balance against us on merchandising account (imports and exports) instead of large balances in our favor."

Interesting features of the report were estimates that emigrants' remittances and European relief expenditures sent abroad in 1922 totaled \$400,000,000. American tourists' expenditures were estimated at \$300,000,000. An estimated balance in favor of American ships from ocean freight payments amounted to \$71,000,000 on American exports and \$64,000,000 on imports.

In making up the 1922 trade balance sheet with "invisible" exports and imports included, the department estimated that the total American commitments abroad were \$5,349,000,000, as compared with foreign commitments here of \$4,763,000,000.

The Acceptance and Installation of Uniform Methods of Cost Accounting by Trade Associations

(Fabricated Production Department)

Because of the general interest and value attached to the pamphlet just issued by the Fabricated Production Department of the Chamber of Commerce of the United States, dealing with the acceptance and installation of uniform methods of cost accounting by members of a trade association, we are carrying the pamphlet in full. The pamphlet is divided into two distinct but co-ordinate parts, "The Association's Problems" and "The Member's Problems," at the same time that it outlines the right policy to be assumed by trade associations towards non-members in order that the industry represented by trade organizations can be the better served and protected.

Preparing the Ground

Although it is the purpose to consider the problems of the association from the time when the technical cost accounting methods have been devised and adopted by the association, the ground work that should have been laid during that period is so important and has a bearing on the conduct and success of the work of installation that it will be discussed briefly, as though it were a present problem. In fact, an appraisal of the situation that exists subsequent to the preparation and adoption by the association of the technical cost methods may show that there is yet need for intensive educational work by the association officers before the members generally are ready to accept them.

THE ASSOCIATION'S PROBLEMS

During the entire period when the uniform cost accounting methods are under development, the membership of the association and the industry generally should be acquainted progressively with the steps that are being taken. In the first place, the members should understand the reasons why there should be uniform cost accounting as contrasted with the development of accurate cost methods by the members individually. Some of these reasons are as follows:

1. Provides the "one best way" known to the industry to figure costs (although cost accounting is a progressive science and provision should be made for keeping the uniform methods up to date), thereby eliminating expensive experimentation by the members of the industry individually and independently.
2. Results in a better informed competition within the industry.
3. Enables the industry instantly to place facts before regulatory bodies.
4. Inspires confidence in the public that selling prices are established by producers who have full knowledge of the costs of the articles offered for sale.
5. Tends to make the manufacturer, who otherwise would fail to see the advantages of good cost accounting, convinced of the desirability of adopting the methods which his competitors are successfully using.
6. Reveals lines of individual products which have been marketed on an unprofitable basis.
7. Provides in addition to the above specific reasons all of the valuable features of good cost accounting generally, among which are the following:
 - (a) Shows the danger line below which goods can not be sold at a profit; thus serving as an insurer of profits.
 - (b) Acts as a guide to the value, efficiency and waste of workers, machines, methods, operations and entire plants.
 - (c) Provides a reliable guide and basis for estimating the cost of prospective business.
 - (d) Furnishes current reports for comparing major cost items with standards which are pre-determined and thereby measures and increases operating efficiency.
 - (e) Establishes a standard manual of accounting practice so that if your cost clerk, bookkeeper, or accountant leaves you his successor will find a system the operation of which has been fully and completely developed.

Wherever bulletin services are in effect, it is possible to disseminate information of an educational character, both with respect to the activities on the part of the committee and in connection with technical phases of cost accounting. In some instances, it may be practical to set up a question and answer section in the official organ of the association.

The work of the cost accounting committee should have a place at the conventions of the trade association. "The latest developments in cost methods will be discussed and the inclination of some to diverge from the path of uniformity overcome. From such conferences the individual will derive sure and certain profit, and the industry will continue its advance towards stability."

Nothing is gained by anticipating difficulties that probably will never be encountered, but it is wise to

take into account any such obstacles to success in uniform cost accounting activities which by foresight may be passed by rather than to let them block the path at a crucial moment.

The obstacles that must be removed before the members are convinced that they should install the uniform cost accounting methods may be several. One successful association executive has listed the obstacles that confronted him as follows:

Inertia.
Confidence in obsolete or inefficient systems, or substitutes for systems and cost estimates checked by occasional tests.

Unwillingness to incur expense.
Opposition of factory superintendent, who does not want the boss to know too much about the facts.

Fear of figures or inability to understand figures.
Example of shrewd competitors who apparently succeed in spite of lack of systematic cost accounting.

Another has found that "some members believe that a cost system should be used to determine prices that should be increased, rather than to determine costs that should be reduced. Since they do not believe that they could get an increase in price, they do not feel the need for a cost system."

Effective Organization Necessary

From what has been said in the preceding paragraph it will be easy to see that there must be some form of organization within the association if it is expected that the members generally will adopt the uniform methods of cost accounting. There have been instances where uniform cost accounting systems have been devised, printed and distributed to members of the association, and nothing further has been done. This is not because of a lack of good intentions nor because the methods in themselves were not good. In such cases the causes of interruption to the installation of the methods may have been few and simple or they may have been numerous and complex. Whatever they may have been, it is important to locate and eliminate them, and usually the solution will be found in proper organization of the work within the association itself.

In fact, very few associations have succeeded in getting their members to adopt uniform methods of cost accounting without some well conceived plan of organization to secure the desired results. The exact form of organization will depend on the conditions within each individual industry and the ways by which they have developed their uniform methods. A few of the plans of organization which have been successfully employed will now be described.

Cost Accounting Bureau.—The secretary of the association, with multitudinous duties to engage his attention, and perhaps lacking technical cost knowledge, may be unable to handle the calls for service and direct the activities as well. The organization of a cost accounting bureau, consisting of one or more qualified accountants, under the direction of the secretary may offer the solution.

Such a bureau, properly equipped, will be of inestimable value to the members, affording them a place to go when in trouble or needing further information concerning the uniform cost accounting methods. The addition of a cost accounting bureau need not be expensive; but the first essential is the selection of a man who knows how to render this service.

Retained Accountants.—In some instances, it may be more practicable to make an arrangement with the professional accountant or accountants who have assisted in the development of the uniform cost accounting methods. In such instances it is usual to provide that the direction of the work will be under the supervision of the regular association officers and the accountants will handle only the technical work involved in securing the adoption of the methods by the members.

Cost Councils.—The problem of securing the installation of uniform methods of cost accounting may often be simplified by the organization of cost councils composed of the accounting officers of the individual concerns. In some instances it may suffice to have but one such cost council, which will meet as frequently as desirable at a common point. In the case of large associations it may be found better to have a central cost council and branch councils at points where there is a considerable number of members.

The meetings of these councils provide the opportunity to exchange views on the problems of the adoption of the uniform methods and possibly, as the result of the experience gained from the use of the uniform methods, to improve various features of the technical procedure.

Forms of Accounting Assistance

Closely akin to the problem of deciding on the proper organization to secure adoption of the uniform methods of cost accounting is the problem of the accounting service to be rendered to members individually. There are several plans by which the work can be carried on, as will be described below. In some instances, it may be best to arrange for the use of more than one of the alternative plans, and in other instances modifications of any of them may be desirable.

It is probable that the more flexible the arrangement available to the members, the more successful the movement will likely be. This is so for the reason that the conditions in the businesses of the members will be found to be quite dissimilar. One will have a cost system which is quite complete and will need a modification only in slight degree to conform with the uniform methods. A second will have little or no cost system.

Then, too, there are differences in the qualifications of the personnel in the member companies and in the resultant ability to bring about the adoption of the uniform methods. One company, for example, may have as a chief executive a man who has great bent for the mechanical side but has given little attention to the matter of cost accounting and has not provided adequate assistance in the person of his auditor or cost man. On the other hand, a company may have in its employ a highly qualified accountant, in fact, possibly one who has had long experience in industrial accounting with other concerns, and perhaps with professional firms.

Hepe, flexibility of plan, whereby the manufacturer can make the adaptation of the uniform methods to his own requirements is greatly to be desired. He may wish to have the association's accountant spend full time at his plant until everything is in shipshape order. On the other hand, he may desire his own department heads to show the necessary initiative and learn the system from the ground up. In still other cases, he may have that ability in his organization that can make adaptation of the uniform methods with but little assistance, possibly only occasional consultations with the association's accountants being required.

Full Installation Plan.—By this method the individual member arranges for the services of one or more cost accountants to remain at his plant during the entire period of the adoption of the uniform methods. In some instances, where the member already has a well-developed system, the time required may be brief; but should it happen that the member had little or no cost system, the services of the accountant might be required for some time. The plan has the advantage of continuous attention to the adoption of the uniform methods, but naturally involves considerable expense.

Part Time Plan.—It has been found in some industries that it is economical and advantageous to arrange that the accountants of the association spend part time at each member's plant. Under this arrangement, for example, the association accountant might be at one plant for two weeks and then move on to a second plant for the succeeding two weeks, then he would return to the first plant and alternate between the two until the adoption of the methods has been completed.

Intermittent Supervision Plan.—Some have called this the "patrol plan" and it consists in having the association accountants travel from the plant of one member to another, spending one, two or even more days in counselling with the department and factory executives, interpreting the uniform methods, solving difficult problems, and assisting the company's employees to make the installation themselves.

Financing the Installation Work.—Any plan adopted for the carrying on of activities incident to the adoption of the uniform accounting methods will mean some expense. There is, however, no hard and fast statement that can be made as to what the costs will be under the various plans suggested. Conditions will differ in every industry.

Some of these associations have arranged their scales of dues so that the members are entitled to a certain amount of assistance throughout the year without additional charge. Others have collected the necessary amount by special subscriptions or assessments. Some, in fact the majority, have arranged that the services of the association accountant or of the professional accountants retained be compensated for directly by the member companies employing the accountants.

Where the member pays directly for the accounting service rendered by the cost bureau or the professional firm retained for the purpose, the fees may be either on a per diem, that is, a day basis, or on a monthly basis. Usually the traveling and subsistence expenses of such accountants are considered as a separate item and may be arranged for either under a plan of flat

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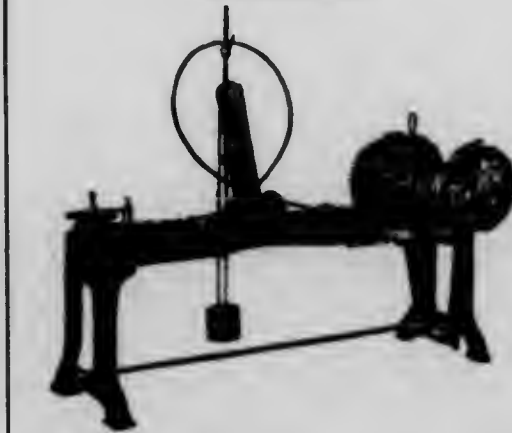
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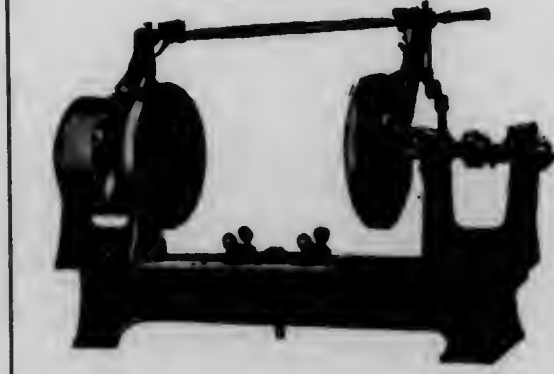


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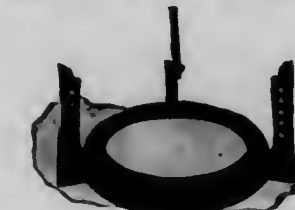
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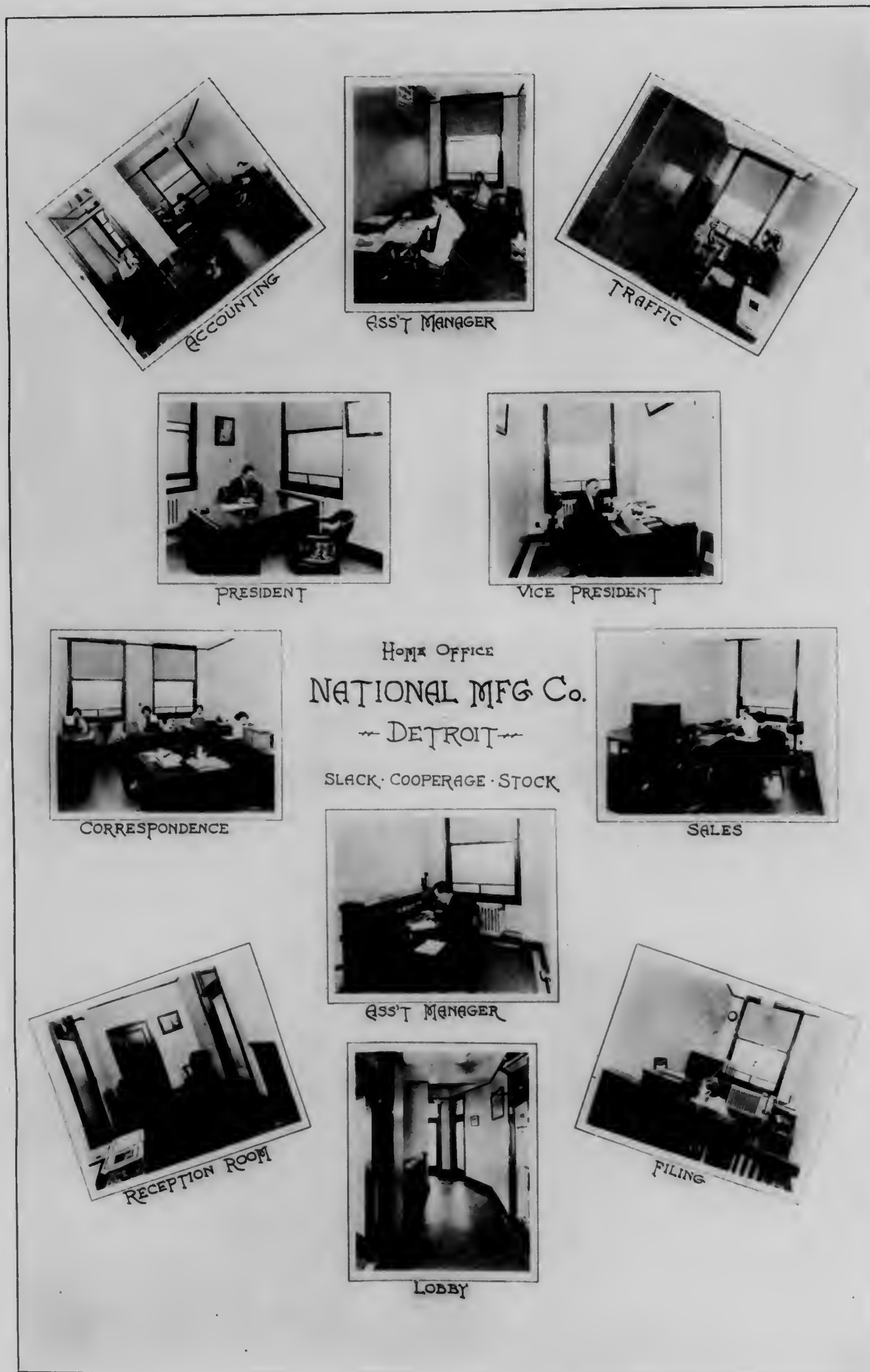
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rates per mile for traveling and a daily allowance for subsistence, or for the actual expenses incurred.

Some associations have distributed their cost accounting manuals without charge; others have made a nominal charge, covering principally the cost of printing; some have sold their manuals at a price which would be expected to return the entire cost of preparation, including the accountants' fees, traveling expenses, printing, etc. Here again conditions in the industry will require a determination as to which plan will be followed. There is probably no controlling rule of any importance. If the association has decided to go ahead and adopt the uniform methods, the practice of charging for the manuals themselves will be regarded simply as one element of the cost of adoption or installation, and whether it is the most desirable way to cover a portion of the cost is purely a matter for local determination.

Acceptance by Non-Members

Usually non-members have not contributed to the initial cost of the development of the uniform methods and it is a natural tendency to expect such non-members who seek to adopt the uniform methods to pay some of the cost of the original work, either through charging a high price for the manuals or by some other means.

It may be presumed that the uniform cost movement was of sufficient value to the members of the association to have them undertake it at their own expense initially and that having once been developed, the methods might be used by member and non-member alike to the advantage of everyone concerned; in fact, inasmuch as one of the main objects of uniform cost accounting is to secure unanimous adoption of the proposed methods, the members of the association may be only too glad to have non-members adopt the cost methods, expecting return only for direct outlays incident to their installation. In many cases the non-member is only too willing to share the expense.

Keeping Up the Interest

There is no period in the activities in connection with uniform cost accounting during which interest can be allowed to subside through failure on the part of the association officers to keep the matter before the members, either by talks and demonstrations at conventions or by bulletins and items in association magazines, as outlined above.

One association in the paint industry, for example, sent out a questionnaire as to the cost of a standard paint, receiving sixty replies and finding a variation from a minimum of \$2.02 per gallon to a maximum of \$3.18. The cost accounting committee reported at the annual convention of the association that, "A variation of this sort can hardly be accounted for by any difference in conditions of operating costs between the several plants, although we recognize the fact that these conditions vary considerably."

The committee then proceeded to explain each of the items which, according to the uniform methods for cost figuring, formed a part of the cost of the particular product. Naturally this demonstration aroused great interest in cost figuring by the uniform methods.

An association in the paper industry reports that when they started to secure the adoption of their uniform methods, they drew up a cost estimate sheet on which was shown all of the elements which go to make up the cost of a common product made by the various members. Each member was then requested to fill in his estimated costs on such product and return the estimate sheet to the cost bureau of the association. The accountant at the head of the bureau thereupon examined the sheet with a view to finding elements of cost which through non-inclusion, or because of other evidences showed that the member had not interpreted the uniform methods correctly.

The members also should receive complete and illuminating reports of the meetings of the cost committee and of the cost council. In the interim between such meetings, the association officers should see that the members be sent occasional reports of successful installations, comments on interesting technical points, and all other information that will help to keep the members interested.

THE MEMBER'S PROBLEMS

Thus far we have discussed the problems of the securing of the installation of uniform methods of cost accounting solely from the point of view of the association and its officers. Now we shall consider the matter from the point of view of the individual member. It is assumed that the executive head of each member company has been convinced of the desirability of uniform methods and is now ready to arrange for their installation.

There are few executives who, with the constant distractions or problems of purchasing, production and sales, have had the opportunity to become familiar with the numerous and technical methods employed in accounting. Nor is it important that they be familiar with all of the details of accounting procedure. But it is highly important that the executive should understand the fundamentals of modern accounting, for otherwise he is not in the best position to use cost results and other statistics provided by his accounting department.

Likewise the executive should familiarize himself with the uniform cost system developed for his industry and be in a position intelligently to direct the introduction of these methods in his business. It is not enough that he should subscribe in a general way to the importance of all members of the industry figuring cost by the same methods and then stand aloof when these methods are introduced in his own business. He should take an active interest and part in the work.

Installation Defined

Ordinarily the installation of uniform methods for cost figuring should not entail unreasonable change in cost systems already in use. Too frequently a mistaken idea has been gained when it has been suggested that the uniform cost system be installed in the plants of the members of the association. The inference sometimes gained from the use of the word "installed" is either that the system in use must be thrown away or that there must be some new and complicated development of clerical records which will entail heavy expenses and hamper production.

Like the word "efficiency," or the word "system" itself, "installation" has conveyed a wrong impression. Briefly, when the installation of uniform cost methods is advocated or referred to it simply means the fitting of the uniform cost methods to the accounting system already in use. It is this and nothing more.

Of course, it is folly to build on a poor foundation. If the general accounting system is not modern and properly devised, good results from the attempt to incorporate a cost system embodying the uniform methods can not be expected. Where such a condition exists, it may be necessary to destroy the old system and begin "from the ground up."

Instructing the Personnel

Although the company's management has been thoroughly convinced of the importance of adopting the uniform cost accounting methods, there may yet remain the problem of convincing the company's department heads and manufacturing organization of the desirability of their adoption and of securing their hearty cooperation in the work of adoption.

Oftentimes the contact of the member company with the association is through one of the executive heads of the business, perhaps the president, vice-president or general manager, while the comptroller or auditor, sales manager, factory manager, purchasing agent, chief engineer and other department heads will not be closely in touch with the uniform methods for cost figuring that have been adopted by the association.

Of course, if the auditor has been a member of the cost accounting committee of the association he is thoroughly familiar not only with the technical methods that are advocated but also with the underlying reasons why every member should adopt uniform methods. This will also be true if the association bulletins and other educational matter have come to his attention when they are issued.

The other department heads, however, may have only a very hazy idea of what the matter is all about and uniform cost accounting may not have been "sold" to them in such a way that they are eager to assist in the adoption of the uniform methods.

It is important under these conditions that the entire organization be educated to the need of adopting the uniform methods and what will be required of them when the changes are made. Ordinarily the president or general manager can handle this most effectively.

All department heads should receive literature of the association bearing on the uniform methods. If there is a question and answer service provided by the association, it should be availed of in connection with doubtful points. If a cost council has been formed, the company's auditor and cost man should be enrolled and participate in the activities of the council.

Of course, it may be that the adoption of the uniform methods will require but slight changes in procedure in the accounting and cost offices, in which case the company's problems are simple. But, on the other hand, it may be desirable or even necessary to introduce new methods both in the shop and office, and in such cases the education of the company's personnel to the significance of the changes is especially important.

Cost Installation Committee

It may be found helpful in the study of the problem of adoption of the uniform methods and in actually carrying them into effect to organize a cost installation committee which will consist of representatives of the main departments of the business, such as the sales department, accounting and financial departments, and the manufacturing department. The chairmanship may well rest in the hands of the auditor of the company. This committee should study the association cost accounting manual carefully and when the assistance of the association's accountants has been engaged, conferences should commence as to the detailed procedure attending installation.

Each member of the committee should see to it that all of his subordinates understand what is to be done and why it is to be done. A special duty in this connection falls on the head of the factory departments. If the methods contemplate the introduction of new time-keeping systems or requisition systems for material, all of the foremen and, in fact, the entire operating forces should clearly understand in advance the objects to be achieved and the methods to be pursued.

Accounting Service Available

In previous sections, various ways by which technical accounting assistance to member companies may be offered have been sketched out. As there suggested, accounting assistance may be provided to the individual member through the association's own accountants or by the staff accountants of the professional firm that has been retained for the purpose.

The accounting assistance may take one of several forms; that is, the services of the accountant for the whole period of installation may be arranged for; or he may be secured on a part time basis; or the technical assistance may consist simply of advice and counsel rendered either at stated periods or as occasion may require.

Accountant and Client

The accountants, who either are members of the cost bureau of the association, or representatives of the firm of public accountants, assume the role of instructors in their relations to the member companies' organizations. To secure the proper results they will be tactful; they will have thorough command of the accounting methods, and they will develop the details incident to the adoption of the uniform methods in a workmanlike way. Above all, they will keep in confidence the information that inevitably they secure regarding the business of their clients.

As a matter of fact, it is hardly likely that the association would employ accountants for its own cost bureau or retain public accountants in whom the fullest confidence could not be reposed.

There should be close co-operation between the department heads of the business and the association's accountants assigned to the plant to assist in installation, for it will often be found that the practical knowledge of conditions in the plant and methods of operation, combined with the technical experience of the association's accountants, will bring about a solution of a difficult cost problem in the most effective way.

The Employee's Interest

The management should recognize that the company's employees will welcome a good cost accounting system when it is once understood. At the outset, it is quite possible that there will be at least passive opposition to the installation of the system, if indeed the opposition is not active and evident.

In fact, it is a natural thing for old and truly faithful employees to look upon the cost system as red tape. "The company has got along well enough for forty years without all this fuss and pencil work—the new system will only make our gray hairs white," is the expression of a common enough feeling.

So it is that the management should pay particular attention to the features of the cost accounting system that come into contact with the rank and file so that there may be real understanding of the reasons for the system and what is desired. On the other hand, when there is real reason for complaint on some of the details on the part of the employees, a distrust of the whole system may result.

In one instance, for example, the system provided that a separate requisition form should be used for each item of material on the manufacturing order. Apparently this was perfectly good practice in the case of most departments and on most work, but after the system had been in use for some time, it was discovered that in one department the time of the foreman was being taken to an unreasonable extent in the preparation of individual requisitions in numberless cases.

where small quantities of materials of insignificant value were required. Very naturally this foreman looked upon the system as a whole from the viewpoint of the part that affected him and he was entirely out of sympathy with the cost system.

It is also a duty of the management to bring the employee to recognize that the system is not to "check him up" or "get something on him," but rather to assist him in his efforts to do his best for his company and be rewarded accordingly.

As a matter of fact, the foreman and men "on the firing line" can be real factors in the effecting of savings through the use of the cost figures. Many opportunities to improve the shop efficiency would be overlooked if the detailed costs were available only to the higher officials.

Team Work Essential

It is rather a common experience that in the development of new cost accounting methods it is easy to arouse a spirit of antagonism between the operating or manufacturing departments and the cost and clerical forces. Nothing is more detrimental to the ultimate results to be secured.

Whether the system is a uniform cost accounting system for the whole industry, or one designed solely for the individual company, the factory superintendents, foremen and other operating executives must understand that some of the principal objects of the system are to provide them with information that will be of direct assistance to them in the efficient conduct of their departments.

A word of caution is equally necessary to the accounting forces. Sometimes the cost and clerical people are impatient at the lack of proficiency along clerical lines of the practical operating men and are critical of delays in providing information. So if the factory departments fail to handle requisitions just right, or if errors which appear foolish are found in the time-keeping records, consideration should be shown.

Cost figures are hot tools in the hands of management, and production must not be subordinated ever to the collection of costs. The cost accountant must understand that his job is to serve and he must make his cost machinery as frictionless as possible if it is to give the greatest service.

Finally, then, it may be said that during the progress of adoption of the uniform cost methods the factory heads and the cost accounting people must be brought to see the problem from a common point of view and co-ordinate their efforts rather than developing antagonism one to the other. Only faithful, consistent work on the part of all concerned will bring the cost system to the point where the results will be what have been desired.

The First Results

Executives of a business, being active and aggressive men, who like to see results, are sometimes annoyed at the length of time required to install a cost system. Just as the automobile manufacturer warns you against running a new machine above a certain speed for the first five hundred or one thousand miles, so the cost system should be put through a sufficiently long period of work-out before it should be expected that it will yield the results that are desired.

Adherence to Underlying Principles

It sometimes happens that after a uniform system has been put into use, the company's executives or cost accountant may conclude that the system may be changed better to serve their local needs, or perhaps to effect economies in operation. In this connection there should never be any hesitation to change methods once introduced if it is proved they can be bettered, but in making the test as to whether they can be improved, there is one element to which careful attention should be given.

It should be remembered that there has been an acceptance of the fact that uniformity of method in the industry is important, and in making changes it is easy to deviate from this uniformity, hence every proposed change in cost methods which were installed uniform with others in the same industry should be subjected to an examination to determine whether the changes will result in a real departure from uniformity. If there is such a departure, it should not be made until the matter has been taken up with the association, for if the change is good for one it may be good for the others.

Legality of Cost Comparisons

When the uniform system of cost accounting has finally been adopted by the members of the association, there will undoubtedly be a desire on the part of the cost accountants of the industry to compare their cost methods and cost figures. Here is what Mr. Nelson B. Gaskill, of the Federal Trade Commission, has had to say on the subject:

FEDERAL TRADE COMMISSION
WASHINGTON, D. C.

December 12, 1922.

MY DEAR MR. McCULLOUGH:

Under date of November 24th you wrote me stating that "many times of industry through their trade associations were adopting uniform methods of cost reckoning, but need encouragement in putting them into practical use." And in this connection you ask for an expression of my opinion upon the following questions:

"May the members of a trade association or group interested in a system of cost accounting meet solely for the purpose of the study of costs, the detection of errors and the improvement of their methods; and
"May reports of such conferences be made available to absent members, government agencies and others interested without contravention of law?"

As you know, it is not the policy of the Federal Trade Commission to make rulings upon general questions such as these which are not connected with the charge of a violation of law; and I assume that your inquiry is therefore directed to me individually, for the expression of an unofficial and personal opinion. In this attitude and without attempting to commit the entire Commission or to limit its freedom of ruling, I am very glad to state for whatever it may be worth, my individual judgment.

I have previously expressed my firm belief that cost accounting is a legitimate trade association activity, and subsequent consideration has merely strengthened this conviction. Collective analytical study of the results of cost accounting furnishes an invaluable supplement to the individual cost accounting work. Comparison of these results lead to the study and discussion of the results and the improvement of methods and the increase of efficiency. To prohibit collective study of costs for the purpose of their analysis, the detection of errors, and the improvement of methods, is to shackle educative progress.

Of course, the legal situation is confused by reason of the decisions in the *Hardwood Lumber* case and the *Linsell Oil* case, and it will be some time before this confusion will be cleared by any additional authoritative decisions. Trade associations must therefore determine as accurately as they can the legitimate field of proper endeavor, and having so taken counsel, should, without hesitation, resting upon their legal advice and the clear consciousness of the propriety of their efforts, proceed without fear, willingly inviting the test of the courts' consideration of their conduct.

I can not find any reason for believing that the activities as defined by your two questions are *per se* illegal. They may become so, of course, if coupled with the use of other practices directed toward an unlawful end. But it is to be observed that a course of conduct lawful in itself does not become unlawful merely because it may be used to accomplish an unlawful object. A course of conduct lawful in itself is judged by its result or by the intent with which it is used. Prior to the appearance of an unlawful result the unlawful intent must be so clearly manifested that the unlawful result is forecast as a natural and proximate consequence before the conduct can be condemned. A lawful course of conduct, therefore, may not be condemned by presumption of an unlawful intent when an unlawful result must first be presumed in order to deduce from it the unlawful quality of the intent which guides conduct.

A trade association activity conducted strictly in accordance with the terms of your questions seems to me to stand clearly revealed as a legitimate activity directed to a lawful result. My answer to both your questions would, therefore, be in the affirmative.

Trusting that this expression will be of service to you, I am

Cordially yours,

NELSON B. GASKILL.
E. W. McCULLOUGH, Esq.,
Chamber of Commerce, U. S. A.,
Washington, D. C.

It has been the purpose of the foregoing to assist by way of suggestion the large number of associations that are in the midst of their problems of securing the installation of their uniform methods of cost accounting. It is most important to realize that cost accounting activities conducted by associations that do not finally result in the acceptance and use of the uniform methods, means that the expenditure of time and money has not yielded the fullest possible return on this investment.

Trade associations more than ever are being looked to as authoritative spokesmen for the lines of industry they represent. To meet this demand, it is essential that they equip themselves for all constructive activities, among which none are of greater importance than the adoption of uniform cost methods. The cost accounting service of the Fabricated Production Department is continuous and calls for information and assistance will have prompt attention whether coming from lines organized and represented by trade associations or from firms or corporations feeling the need of uniform cost methods in their branch of industry and are willing to co-operate in making it possible.

WILL INCREASE STORAGE CAPACITY

Within the next sixty days construction will be started by the Standard Oil Company of Indiana, at Muskegon, Mich., on two new storage tanks for gasoline of 67,000 barrels capacity.

RELATIVE SEASONAL APPLE PRODUCTION

About 10 per cent. of the commercial crop of apples is produced in the summer varieties, 27 per cent. in the varieties of fall and early winter, and 63 per cent. in the winter varieties. These percentages indicate the usual seasonal apportionment of the crop, and it happens that the commercial apple crop of this year nearly conforms to the usual.

Among the States in which the production of summer varieties usually is large relative to the total commercial crop in the State, Delaware leads with 44 per cent., followed in order by Minnesota with 41 per cent., New Jersey 29 per cent., Wisconsin 28 per cent., Iowa 27 per cent., and Tennessee 26 per cent.

The fall and early winter commercial crop is relatively large, with 70 per cent. in Montana, 46 per cent. in Wisconsin, 40 per cent. each in Minnesota, Texas and New Mexico, 38 per cent. in Idaho, 37 per cent. in Colorado, 36 per cent. in Utah, and 35 per cent. each in Georgia, Missouri and Oklahoma.

States that are strong in the winter varieties of commercial apples are Virginia, where the fraction is 90 per cent., New Hampshire 75 per cent., Arkansas and Oregon each 74 per cent., New York 68 per cent., Nebraska 67 per cent., and Kansas 66 per cent. The accompanying table as prepared by the Department of Agriculture presents details for all States.

Percentage of Commercial Apple Crop Produced for Seasonal Consumption

State	In a usual year			In prospect July 25th		
	Summer	Fall and	Winter	Summer	Fall and	Winter
	P. ct.	P. ct.	P. ct.	P. ct.	P. ct.	P. ct.
Maine.....	13	24	63	13	27	60
New Hampshire.....	8	17	75	11	26	63
Vermont.....	15	30	55	12	29	59
Massachusetts.....	14	28	58	11	31	58
Rhode Island.....	15	24	61	19	23	58
Connecticut.....	11	28	61	10	27	63
New York.....	9	23	68	7	21	72
New Jersey.....	29	28	43	31	30	39
Pennsylvania.....	17	33	50	15	35	50
Delaware.....	44	19	37	43	18	39
Maryland.....	15	28	57	16	26	58
Virginia.....	3	7	90	3	7	90
West Virginia.....	14	25	61	20	25	55
Georgia.....	3	35	62	2	34	64
Florida.....	..	..	..	..	..	..
Ohio.....	18	22	60	17	23	60
Indiana.....	16	29	55	16	28	56
Illinois.....	20	30	50	19	32	49
Michigan.....	28	46	26	27	49	24
Wisconsin.....	28	40	19	42	39	19
Minnesota.....	41	33	40	24	38	38
Iowa.....	27	33	40	24	38	38
Missouri.....	10	35	55	10	35	55
Nebraska.....	12	21	67	8	19	73
Kansas.....	8	26	66	7	23	70
Kentucky.....	21	31	48	18	29	53
Tennessee.....	26	34	40	28	36	36
Louisiana.....	..	..	..	..	..	..
Texas.....	15	40	45	15	52	33
Oklahoma.....	15	35	50	13	25	62
Arkansas.....	5	21	74	2	22	76
Montana.....	6	70	24	6	73	21
Wyoming.....	..	..	..	..	..	..
Colorado.....	5	37	58	5	36	59
New Mexico.....	10	40	50	8	42	50
Arizona.....	..	..	..	..	..	..
Utah.....	8	35	56	10	34	56
Nevada.....	..	..	..	..	..	..
Idaho.....	4	38	58	4	36	60
Washington.....	4	34	62	4	35	61
Oregon.....	5	21	74	5	22	73
California.....	22	26	52	25	28	47
United States.....	10	27	63	9.2	27.9	62.9

WINCHESTER, VA., DISTRICT WILL HARVEST ONE-HALF MILLION BARRELS OF APPLES

The output of commercial apples of standard varieties in the Winchester district this fall will be more than 500,000 barrels, if reports tabulated by the Shenandoah Valley National Bank of Winchester prove correct. The bank recently sent out questionnaires to virtually all the growers of Frederick County and to some adjoining Virginia counties who ship through railroads at Winchester. There are said to be around 350 or 375 commercial growers in Frederick County and approximately 800,000 trees, not all of which, however, are of bearing age. The bank received replies from 170 growers, and their crop estimates are approximately 500,000 barrels. Previous estimates made by experienced observers have put the crop in the Winchester district around 425,000 to 450,000 barrels.

BARREL PLANT HAS FIRE

Flames partly consumed the barrel establishment of Max Goldner, of 118 Sullivan Street, Elmira, N. Y., September 1st. The fire also destroyed a Nash touring car, owned by Oscar Goldner of Meriden, Conn., son of Max Goldner, who is visiting his home. Just how the fire started was not learned.

ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

DEPARTMENT OF
The
C. G. HIRT, SECRETARY

OFFICE OF SECRETARY, 1220 RAILWAY EXCHANGE BLDG.,
ST. LOUIS, MO.

Field Representative A. C. Hughes attended the Northern Wisconsin State Fair held on the State Fair Grounds, Chippewa Falls, September 10th-14th, and he found a very receptive gathering. Reporting the meeting, Mr. Hughes said:

"Agriculturalists welcomed the first appearance of barrel advertising in this section.

"The attendance was very large and included delegations of agriculturalists from the various counties comprising the northern section of the State.

"Orchardists are few and widely scattered in this section. Early apples constitute the bulk of the apple crop. Various kinds of containers are used with no great usage of barrels. Had a full line of fruit and vegetable barrels on display.

Barrels for Certified Seed Potatoes

"Advertising the wooden barrel by the distribution of literature and interviews with many growers of potatoes who ship considerable quantities of certified seed potatoes from this section served to bring out the fact that certified seed potato growers are becoming convinced that shipments by bulk or in sacks is hurting their business because of seed injury."

Proposed Rates on Steel Barrels

Southwestern Freight Bureau Dockets 8545 and 8658 involved proposed establishment of Class C rating on iron and steel barrels, carloads, from New Orleans, La., and points taking same rates to Arkansas, Oklahoma and Texas points. In protection of the wooden barrel, we immediately filed vigorous protest against the adoption of the proposals embodied in these subjects, and as a result of our action the committees recommended that no change be made. One influential carrier strongly objected to the recommendation of the committee, and the matter was referred to the General Traffic Committee for decision. We were successful, however, in our efforts with this committee, who disapproved the proposals and the matter was stricken from the dockets.

I. & S. Docket No. 1802

The Interstate Commerce Commission, in I. & S. Docket No. 1802, suspended the following publications which proposed the cancellation of the combination rule as per W. J. Kelly's Tariff 228, I. C. C. U. S. No. 1, on lumber and other forest products from southern points to Ohio and Mississippi River crossings. The Commission in their final report on this docket condemned the proposed cancellation of this rule, allowing the present basis of rates to the territory involved to remain in effect.

The publications referred to are as follows:
Supplement No. 1, J. H. Glenn's Tariff ICC A-400.
Supplement No. 8, J. H. Glenn's Tariff ICC A-370.
Supplement No. 4, J. H. Glenn's Tariff ICC A-391.
Supplement No. 12, F. L. Speiden's Tariff ICC 608.
Supplement No. 33, L. & N. R. R. Tariff ICC A-14780.
Supplement No. 39, L. & N. R. R. Tariff ICC A-14739.
Supplement No. 5, J. J. Cottrell's Tariff ICC 414.
F. L. Speiden's Tariff ICC 710.

Blue Stain Survey

Mr. Ernest E. Hubert, Assistant Pathologist, Forest Products Laboratory, Madison, Wis., has been making a survey of the stain and mold problem covering lumber and other wood products. The questionnaires received from a number of our members were referred to Mr. Hubert, and following is copy of report received from him on this subject:

"Reports were received from 20 mills of the Association. Actual loss figures are lacking in many of the reports, but the statement is made that the loss is considerable. The range in depreciation due to stain and mold is from \$1 to \$10 per 1,000 staves. In many cases severe staining and molding of No. 1 staves reduces the grade to No. 2 with the accompanying reduction in price. It is easily seen that flour, sugar, rice and similar foodstuffs can not be shipped in anything but clean barrels made up of bright stock.

"Of the 20 mills reporting, 10 of them reported a total annual loss of \$90,000. These 20 mills, most of them being of small capacity, represent 25 per cent. of the total of about 80 mills in the Association. The estimated total annual loss for the 80 mills, based on the method used in the other computations, is \$320,000.

PLAN NOW FOR THE SEMI-ANNUAL CONVENTION

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

GRUNEWALD HOTEL
NEW ORLEANS, LA.

NOVEMBER 13TH AND 14TH
EXECUTIVE MEETING, NOVEMBER 12TH

A GREAT MEETING IS PREDICTED
DON'T MISS IT

It must be considered, however, that the cooperage industry suffers more or less uniformly this loss due to stain and mold and an estimate based upon the actual losses reported for the 10 mills would give a total annual loss for the entire Association of \$720,000. "The estimated losses for the year 1909, based upon the total output for that year of two billion staves, amounted to \$500,000. Reduction in value of \$2 per thousand staves due to degrade from a No. 1 to a No. 2 stave represents the unit basis used in this computation. It will be noted that staves only were included in the figures."

Expense Bills

Many of our members are taking advantage of the service rendered by the Traffic Department, in the collection of excess freight charges, and are sending us their paid freight bills for auditing, which are handled in strict confidence. We have met with considerable success in securing refund of overcharges paid to carriers, which means a direct saving, especially to those who are not equipped to make an accurate check of freight charges on their shipments. Therefore, send in your expense bills and we will audit same without cost. Claims for refund of any overcharges will be instituted with carriers at a nominal fee of 20 per cent. of amount collected.

A Real Loss

It is with keen regret we announce the death of Mr. Frank Ennessy, chief inspector, at Chicago, Ill., August 21st. He was a very willing and conscientious worker and served us well and faithfully. His constant desire was to please and he endeavored at all times to be fair and just in the exercise of his duties. We have lost a real and true friend.

The vacancy in this department will be filled just as soon as a competent party can be located. If any of our members know of some one who is sufficiently familiar with tight and slack cooperage to qualify as an inspector, we will be glad to hear from them.

STAVE BOLTS RATES REDUCED

On August 31st, the concluding day of its recent session in New Orleans, the Louisiana Public Service Commission heard the complaint of Chess & Wymond Company against the Garyville Northern Railway, in which it sought to reduce the rates on stave bolts between points on that road. After a hearing, an order was entered by the commission fixing rates as follows for hauls of the distances named, those for higher distance not being under attack: For 5 miles and under, 3.5 cents per 100 pounds; 6 to 11 miles, 4 cents; 11 to 16 miles, 4.5 cents.

WILL PACK AND SHIP KENTUCKY FRUIT

Kentucky grown fruit will be packed for shipment to the North and West by the Henderson Fruit Packers, Henderson, Ky., which company has been chartered with \$250,000 capital by S. L. Marshall, J. C. Moseley and associates.

One of the busiest places in Rogers, Ark., is the Cady Cooperage Company, which has made 15,000 apple barrels and has material in stock to make 40,000 more.

M. T. ROGERS RETURNS FROM IRELAND

A full and fitting reception committee was on hand to greet Miss Mary T. Rogers, assistant secretary of The Associated Cooperage Industries of America, when she returned the latter part of September from a vacation spent in Ireland, her birthplace.

The dark-haired, bright-eyed Irish lassie was looking fit and fine after a two months' stay amid the scenes of her childhood in the "ould sod," and was as full of enthusiasm as one could very well be over the sights and scenes she had witnessed while she was away. It was seventeen years since she had left the green shores of old Erin to take up her abode in the New World, and the "kindly, generous Irish land, so fair and leal and loving," certainly looked good to the little human dynamo who for a number of years past has made herself so deservedly well known in the ranks of the cooperage industry.

Miss Rogers was highly pleased with the many changes for the better which she observed wherever she went while in Ireland. On all sides were the evidences of prosperity, she said, and the inroads of the automobile is re-making that land of proverbial conservatism and slowness of pace in the same way that it is affecting every other civilized land under the sun. She was amazed at the endless procession of Fords and Maxwells and other makes of the motor car builder to be seen every place she went—in the small towns as well as the larger cities. Politics is little heard, according to Miss Rogers, in Ireland, and she stated that there was more talk about Irish politics in New York than there was in Ireland itself. The splendid roads—



ASSISTANT SECRETARY MISS M. T. ROGERS, ST. LOUIS

much improved during the seventeen years of her absence—made a fine impression on the genial and observant secretary, who said she saw on every side the desire of the Irish people to develop to the fullest the natural resources of that wonderful little island, with its seven centuries of ill-starred history behind it.

Miss Rogers spent ten days in England, where she saw many of the fine old places and quaint scenes in historic Derbyshire. Her stay in England was delightful, which wound up with four days in London, during which time she visited Westminster Abbey and many other of the great sights of the English metropolis.

The journey, coming and going, was a very pleasant one and every minute of it was enjoyed by the energetic little lady whose benign countenance once more greets the visitors to the headquarters of The Associated Cooperage Industries of America in the Railway Exchange building.

UNITED STATES AND THE FRENCH STAVE TRADE

A big increase has been noted in the last few months in the export of Jugo-Slav oak staves to France (Bordeaux and Cette), says the Department of Commerce. Many years ago this trade through Fiume was diverted to America; but now, owing to the steady depreciation of the Jugo-Slav dinar and the unfavorable rate of exchange with the United States, Jugo-Slavia is regaining her lost market.

YORK IMPERIAL APPLES FOR EXPORT

Ten thousand barrels of York Imperial apples have been bought from orchardists of Martinsburg, W. Va., for export abroad.

ESTABLISHED OVER ONE-HALF CENTURY



Officers and Directors:

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CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

BARRELING EXPERIMENT TRIED IN 1917 IS NOW STABILIZING BERRY INDUSTRY

Barrels—plain, ordinary wooden barrels—have stabilized the berry industry of the Puget Sound territory, according to Dan C. Pettibone, manager of express traffic on the Northern Pacific Railway, Seattle, Wash. "Barreled berries are the result of an experiment attempted in 1917, which proved so successful that western Washington and Oregon now compete with berry producers in all parts of the country," said Mr. Pettibone.

"In 1919 about 3,500 barrels were packed; in 1920 about 10,000, and in 1921 about the same number. Last year the total number of barrels reported was between 21,000 and 22,000. This year the districts between Portland, Ore., and Bellingham, Wash., will put up about 35,000 barrels of berries.

Tells About Packing Process

"This is the process: The berries are hulled, or stemmed, and packed fresh, without cooking, in barrels holding 450 pounds net, or weighing 500 pounds gross. Two parts of berries to one part of sugar is the proportion.

"The packer puts in about 20 pounds of berries at a time and 10 pounds of sugar; the barrel is placed on a rocker, and each load of berries and sugar is rocked back and forth until the berries are coated with sugar. When filled, the barrels are sealed and placed in cold storage within 24 hours. They are kept at a temperature of from 20 to 28 degrees.

"The barrels are later shipped under refrigeration to eastern points, and by the new transcontinental time schedule the railway is able to deliver berries in Chicago 70 hours from the time of shipment from north coast points.

Stabilizes Berry Industry

"Before the barreling scheme was devised berry growers in Washington and Oregon had to rely on the fresh market or canneries for a sale of their fruit. If either, or both, of these outlets were weak, the berry culturist suffered heavy loss and he was never sure of profit or of breaking even.

"Consequently, the production of berries was an unstable industry. It is now considered one of the State resources of both Oregon and Washington, where climatic and soil conditions are ideal for berry raising.

"Seattle's municipal cold storage plants offer lower rates than the average elsewhere in the country, which enables the Western berry producer to compete with middle country growers in the barreled berry market.

"Preserving companies, pie companies and ice cream companies all over the United States buy and use the wonderful barreled berries of the North Pacific coast."

STEEL PLANT FOR MEMPHIS

Jones & Laughlin, steel mill operators, of Pittsburgh, Pa., have obtained a site on the river front at Memphis, Tenn., and will establish their own assembling and distributing plant. It will build its own terminals and bring the products from Pittsburgh by its own barges. The purpose is to make it the center for serving the South and Southwest.

WILL ERECT OIL REFINERY

Located on a site fronting the Ohio River and equipped for a daily capacity of 2,500 barrels of oil, there will be erected in Louisville, Ky., a \$300,000 petroleum refinery by the Louisville Petroleum Refining Company. W. M. Mitchell is president.

WHEN TIMBER IS EXHAUSTED WHAT BECOMES OF COMMUNITIES THE COOPERAGE AND WOODEN WARE INDUSTRIES HAVE BUILT UP?

No better example of the continuous use of forest land for the development and prosperity of a community can be found than that of the French Landes, declares the Forest Service, in an article in the 1922 Yearbook of the United States Department of Agriculture, entitled, "Timber: Mine or Crop?"

"Three-quarters of a century ago," the Forest Service article states, "the southern part of the west coast of France, including the Landes and Gironde Departments, was largely an unhealthy waste of sand and swamp. There were no roads and the chief industry was sheep and goat-raising. The region was seriously threatened by shifting sands blown in from the coast. Land could be bought at almost any price.

Becomes Prosperous Community

"Out of this area of swamps and shifting sand dunes, with a malarial, scanty and poverty-stricken population, the French Government through reclamation and the planting of maritime pine has made one of the most prosperous and salubrious regions of France. An area of slightly less than 2,000,000 acres supports a population of about 1,400,000, and as a health resort is visited by about 200,000 people each year.

"The reclamation and reforestation of something over 1,500,000 acres cost on the average only \$6.41 per acre. The estimated net forest revenue of the Landes district is \$2,702,000 per year, or about \$2.22 per acre. The naval stores industry is second only to that of the United States."

A Contrast

Europe affords many similar examples, declares the Forest Service. The contrast can be found in former timber States, such as Pennsylvania, Michigan and Wisconsin, where hundreds of prosperous communities were built up around cooperage or wooden ware plants and sawmills, only to be abandoned when the system of timber mining exhausted the great forests without any attempt at replacement or reforestation.

Many specific examples of towns and counties which have suffered from timber mining are given in the article, which, among other things, states:

"The departure of local industries takes much in addition to the enterprises themselves. It removes opportunity for the employment of labor, cuts heavily into local markets for the farmer, and likewise cuts down the trade of local merchants. In the long run, shifting and temporary industries result in the economic and social demoralization of the communities and regions which they once made prosperous.

"Idle forest lands, far from being neutral, aggravate our problem of land use by their evil effects upon the forest and wood-using industries, upon transportation, upon taxation and upon population. No region or State, much less the nation, can afford to let them remain idle if a profitable use for them can be found."

WILL ERECT BIG CEMENT AND LIME PLANT

The Clinchfield Portland Cement Company, of Kingsport, Tenn., has secured the land, lime, cement and machinery of W. E. Culbert, who has been operating a cement plant near Perry, Ga. A large plant for the manufacture of cement and lime products with capacity of 4,000 barrels of cement a day will be erected by the purchaser at a cost of about \$3,000,000.

NEW YORK CITY, N. Y.
CHICAGO, ILLINOIS
THEBES, ILLINOIS
LOUISVILLE, KENTUCKY
RIVES, MISSOURI
CROWDER, MISSISSIPPI
ST. JOSEPH, MISSOURI
MOBILE, ALABAMA

GINGER IN CASKS

The largest consuming centers for Canton, China, ginger are England, the United States, the Netherlands, Germany and Australia according to the Department of Commerce. Ginger is packed in various ways to meet the demands of the various markets.

For the American market preserved ginger is usually packed in cases containing 24 one-pound jars. England and the Netherlands require cases holding jars of 5 pounds, 2½ pounds and 1 pound. When packed in casks New York shipments are made in casks of 168 cabbies (224 pounds), of 135 cabbies (180 pounds) and 33 cabbies (44 pounds). England, the Netherlands, and Australia take about the same size of casks. Dried ginger is packed in cases of 50 cabbies (66½ pounds) for exportation to England and New York. Cases weighing 56 pounds, 28 pounds and 14 pounds are shipped to Australia and South Africa.

SPECIAL ADVERTISEMENTS

PLANT FOR SALE

FOR SALE—Complete heading and stave mill for the manufacture of slack barrel staves and heading; also two portable steam boilers and small Frick saw mill. Will sell in whole or in part. Address "STAVE MILL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Complete slack barrel heading mill, now running. Private switch, cheap labor, land free. Address "OPPORTUNITY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

STOCK FOR SALE

FOR SALE—We have a number of cars of choice mill-run 28½" mixed hardwood staves, principally black ash, thoroughly seasoned, ready for immediate shipment, and will be pleased to receive inquiries for same. This is all choice Canadian stock. Address THE SUTHERLAND-INNES CO., LTD., Chatham, Ont., Canada.

FOR SALE—One small car No. 2 and MR. GMT. slack 14½-inch heading. Address "HEADING," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

HELP WANTED

WANTED—Experienced man to take charge of machine tight cooperage plant in the Middle West. Please state age, experience and salary expected. Address "MACHINE," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

POSITION WANTED

WANTED—By man, age 38; experienced in tight barrel business; position as buyer. ERNEST KLEIN, 463 Third Avenue, New York, N. Y.

WANTED—By man 35 years of age and married, one who is thoroughly experienced in slack cooperage from woods to finished barrel, position with reliable firm, either as superintendent or manager of plant. If interested in one who can produce results, address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—TIMBER LAND

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Penoyer Co., J. C., Chicago, Ill. 4
Pessel & Co., A. E., Chicago, Ill. 22
Powell Cooperage Co., Memphis, Tenn. 13
Queen City Hoop Co., Greenville, S. C. 23
Reinhardt Stave Co., Qulman, Ga. 23
Sheshan Co., B. C., Chicago, Ill. 24
Skuse's Cooperage, Rochester, N. Y. 22
Smith Lumber Co., W. T., Chapman, Ala. 5
Struthers-Ziegler Cooperage Co., Detroit, Mich. 5
Sutherland-Innes Co., Ltd., Chatham, Ont. 6
Trotter Cooperage Co., Allentown, Pa. 23
Tschumy & Co., W. A., Norfolk, Va. 23
Vail Cooperage Co., The, Port Wayne, Ind. 24
Van Aken Cooperage Co., C. M., 141 Broadway, New York 26
Walsh Sons, Morris, Pittsburgh, Pa. 6
Wylie & Wilson, Inc., Saginaw, Mich. 5

SPRAYING MACHINES

Eureka Machine Co., 2605 Vega Ave., Cleveland, Ohio 21
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Hollingshead Co., J. D., Chicago, Ill. 21
Holmes Machinery Co., E. & B., Buffalo, N. Y. 24
Oram Co., The John C., Cleveland, Ohio 24-25
Rochester Barrel Machine Wks., Rochester, N. Y. Back Cover
Trevor Manufacturing Co., Lockport, N. Y. 1 F. C.

STEEL AND WIRE HOOPS

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Henning, Inc., E., Chicago, Ill. 22
Hollingshead Co., J. D., Chicago, Ill. 20

STOCK BUYERS

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Sheshan Co., B. C., Chicago, Ill. 24
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TIGHT BARREL MAKERS AND BARREL STOCK

California Barrel Co., San Francisco, Cal. 21
Chickasaw Cooperage Co., Memphis, Tenn. 25
Cleveland Cooperage Co., Cleveland, Ohio 21
Frazier Company, G. I., Nashville, Tenn. 1
Hollingshead Co., J. D., Chicago, Ill. 20
Hudson & Dugger Co., Inc., Memphis, Tenn. 1
Michel Cooperage Co., Sandusky, Ohio 21
Moore Stave Co., Lucas E., New Orleans & N. Y. Front Cover
Pekin Cooperage Co., 25 Broadway, New York, N. Y. 25
Pensacola Cooperage Co., Pensacola, Fla. 23
Rutherford-Innes Co., Ltd., Chatham, Ont. 6
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Wells & Bro., A. M., Cleveland, Ohio 21

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Harlan-Morris Mfg. Co., Jackson, Tenn. 21
Henning, Inc., E., Chicago, Ill. 22
Hollingshead Co., J. D., Chicago, Ill. 20
Moore Stave Co., Lucas E., New Orleans & N. Y. Front Cover
Mt. Olive Stave Co., Batesville, Ark. 23
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Sheshan Co., B. C., Chicago, Ill. 24
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Wilson Stave Co., W. W., North Little Rock, Ark. 21

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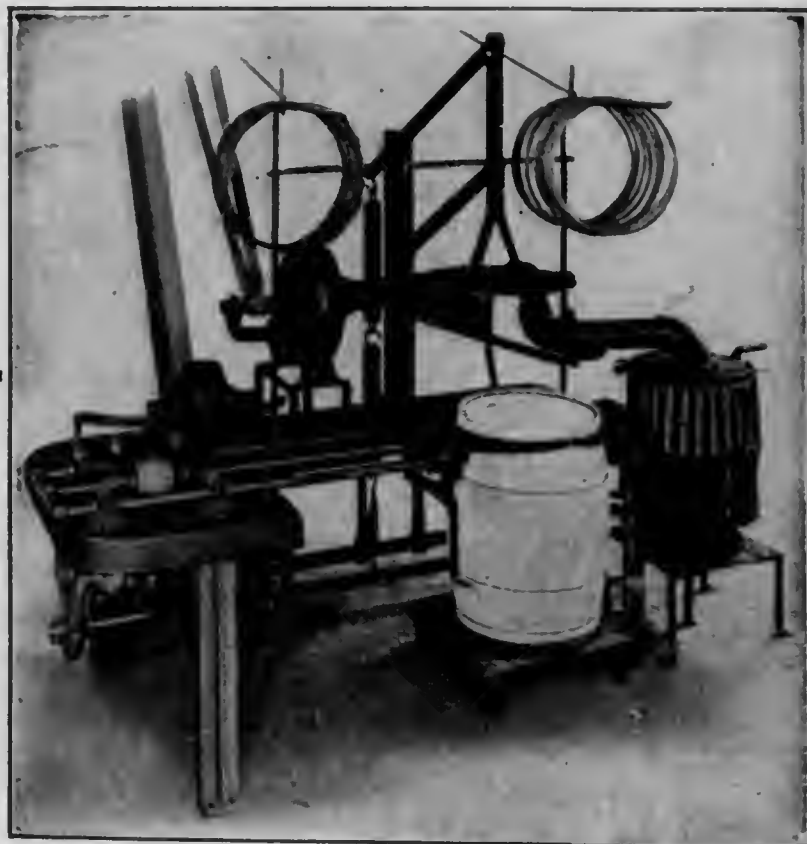
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Arenson & Co., H., Pittsburgh, Pa.	22
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Heldt & Son, C., Jersey City, N. J.	22
Pittsburgh Barrel & Cooperage Co., Pittsburgh, Pa.	22
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Walsh Sons, Morris, Pittsburgh, Pa.	22

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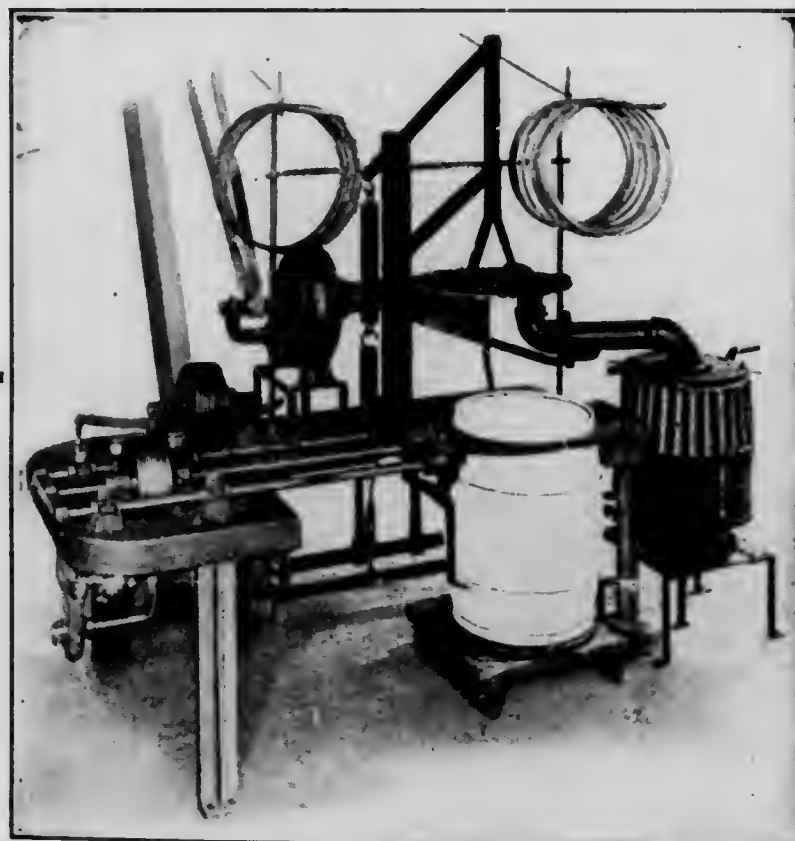
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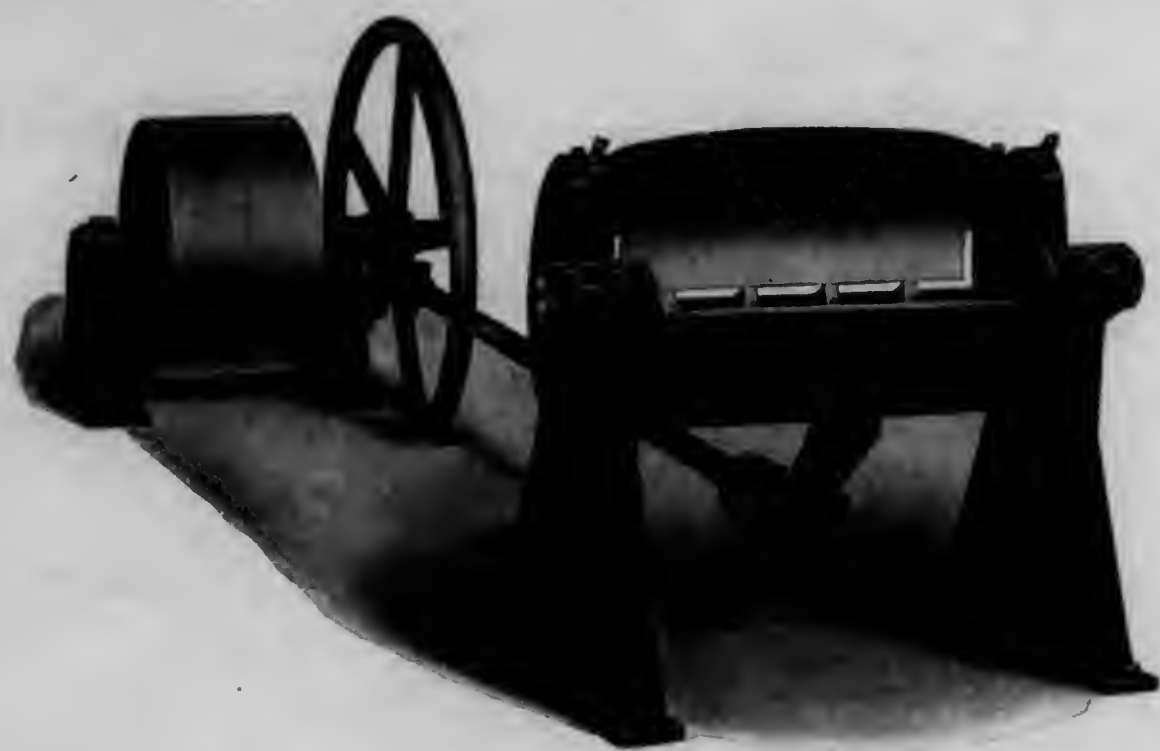
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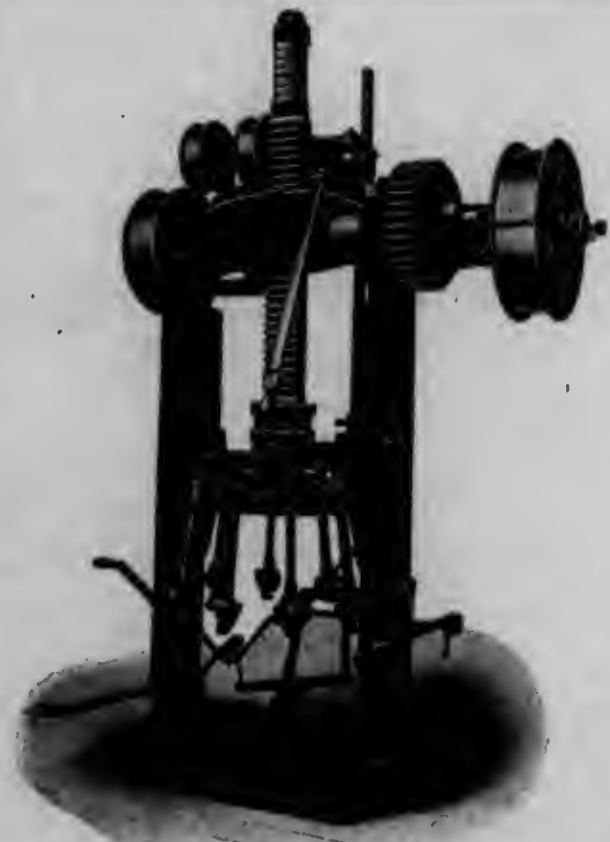
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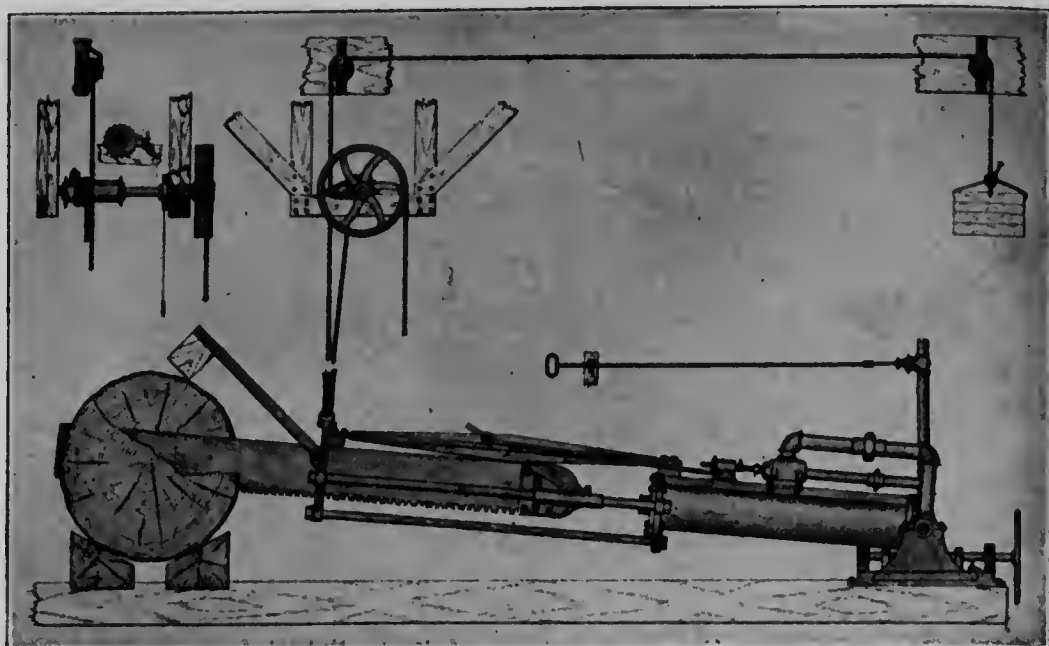
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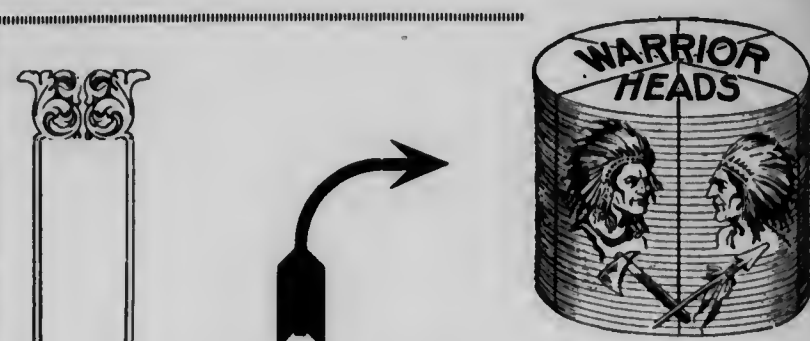
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Office at
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The Paragon Cooperage Co.

The National Coopers' Journal

THIRTY-NINTH
YEAR

PHILADELPHIA, NOVEMBER, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 7.

New Orleans Reports On Business Practices of Barrel Buyers That Prove Devastating To Cooperage Trade

The truck barrel season is now open. Shipments have not actually commenced in any considerable volume, but large shipments will begin to go out at such an early day that all coopers who expect to get any share of this business must have their stock on hand and keep in touch with their customers. The truckers who use small lots of barrels are too numerous to mention, and there are several who use twenty to twenty-five thousand barrels each during the season, say between the middle of November and the first of the next May.

Seeing Ourselves as Others See Us—and Use Us—
May Mean Our Salvation

They are a canny lot, these produce dealers. They stick together and play off one cooper against the others. When you visit one of them, and in a last desperate effort to secure his business, quote your very lowest price, a price down close to your cost of production, and think you will certainly get the business, you are asked to hold that price open for a few days. Then your prospective customer shows your offer to all the other coopers in town and tells them that your price is very high, and offers them the business if they can name a lower figure. Your first competitor says, "We will meet competitive prices, and will take the business for that." The next competitor says, "We will sell for less." The keenness of this competition encourages the buyer to hold off until the last moment, in the expectation of still greater reduction in prices, so that the man who finally lands the order and makes the barrels sells them at a ruinous figure, or the shipper, having delayed too long, fails to get his barrels when he needs them and declares that the cooperage service is so unsatisfactory that he is compelled to look for some substitute package.

Three Devastating Trade Slogans

The three slogans of the trade here are, "We sell at cost," "We meet competitive prices," and "We sell for less," so, although business is very brisk here it is open to one serious objection—there is no money in it. It may be true that competition is the life of trade in some places, but it is the death of trade here.

Why the Barrel Man Should Have Ample Storage

The users of barrels always seem to be short on storage room and could not lay in a stock of barrels if they wished to do so. Worse still, the gathering of vegetables is dependent on the weather and the condition of the roads, so one day the big dealer is idle and don't know when he will need barrels, and then the very next day vegetables reach him in vast quantities. In this emergency he grabs his phone, calls up the lowest-priced cooper in town and orders five thousand barrels, the first thousand "to be delivered before noon today." He expects prompt service, and must have it, if he is to stay in business, but the chances are ten to one that the cooper who has quoted the lowest price is not in position to fill ten per cent. of the order, and the business is peddled around among all the shops in town and all are expected to meet the prices of the cheapest man, the one who named the lowest price and can not fill the order when he gets it.

Where Emergency Orders Leave the Coopers

It sometimes happens that the users of barrels can not tell a week in advance what style or size packages they will require, but think they will need some one odd size. To be ready for an emergency you make up a lot of packages of that style and size, but at the last moment the shipper, who has never given you a firm order, finds that he will need packages of an entirely different kind. This gives you an unexpected rush order, and leaves you carrying a good stock of barrels that are not in demand and which are of no benefit to you, except to keep your floor warm.

The Export Business

The export business is a different proposition, and, if possible, worse. A large part of the West Indian cooperage business is in shooks and is sometimes taken

at as low as 63 cents, and we have lately heard of quotations as low as 60 cents, but we can not see how it is done. According to recently current prices on stock and labor here the actual cost of bottle barrel shooks, shipside, allowing for breakage, would run about as follows:

20 Staves @ \$11	\$22.00
1 Set heading @ 9 1/2 cents	9.50
6 Wood hoops @ \$17.50	10.50
Liners, nails and staples	1.00
Cost of materials	\$43.00
Labor	6.00
Freight, 22 lbs. @ 35 cents	7.70
Switching to dock	1.25
Unloading	.80
Consular fees	.30
	16.05
Total cost, shipside	\$59.05

Price Without Profit Added

Add to this cost five per cent. commission for selling, then add cost of maintaining the shop, cost of management and general overhead, and see if it does not bring the cost of shooks up to about 70 cents, without any thought of profit.

If any exporter here has been getting as much as 70 cents for his shooks he is keeping the matter to himself, which is right and proper, for there are others who would "take it for less."

As to Bottle Barrel Staves

You may think that it would not take twenty staves to make a bottle barrel, but you would change your mind if you saw some of the stuff the mills have been sending here lately.

Longshoremen's Strike Is Holding Up Export Business—Cooperage Demand Curtailed

Export business of all kinds has been almost at a standstill here for several weeks on account of the longshoremen's strike, and the dock sheds are stuffed to capacity with outboard freight, which can not be loaded out.

While exporters may have saved money by having their business stopped by the strike, there are others who have suffered. Some of the big refineries that have been operating on Cuban and Porto Rican sugars have had their supplies cut off, thus temporarily curtailing their demand for barrels.

Why Flour Should Be Exported in Barrels

An occasional vessel is loaded and sails in spite of the strike, and the commonest article of cargo is flour. What flour has gone out to Mexico and Central American countries was in sacks, no barrels being used. This is shabby treatment to countries with whom we are supposed to be at peace, and such utter disregard for the health of our Latin neighbors should be stopped.

Wooden Barrels Still Predominate in Alcohol Shipping Trade

On the day on which this is written the S. S. Isleo cleared for New York, carrying a miscellaneous cargo, among which was 1,270 barrels and 60 drums of alcohol. Note the proportion—over twenty times as many barrels as drums. Still there are people who believe that the barrel is being replaced by the steel drum. New Orleans is a great alcohol producing center, and the distillers know what kind of packages to use.

Country Fairs Fine Opportunities for Boosting Wooden Barrel

It seems strange that people who are interested in promoting the use of the barrel neglect the opportunities offered by the country fair. At a fair the dancing pavilions, the street fair features and the Coney Island attractions may seem to be the centers of interest, yet most of the fairgoers, when they meet on the grounds, discuss business matters, exchange opinions and get new ideas.

One of the most successful fairs of the season was held at Donaldsonville, a drive of a little more than two hours from New Orleans.

Ozark Cooperage and Lumber Co. Has Barrel Exhibit at Donaldsonville, La., Fair

The only display of cooperage there was that of the Ozark Cooperage and Lumber Co., with J. W. Schreiber in charge. Mr. Schreiber not only had a fine display of tongued and grooved and nested barrels, but also had a cooper's workbench and demonstrated the making of barrels. His display drew large crowds, and he was constantly surrounded by people who were anxious to see him demonstrate how easy it was to finish a nested barrel and get it ready for use.

The shippers in that community had never had their business solicited by any cooper and had never before seen the making and use of the barrel demonstrated, and if Mr. Schreiber's motive had been a selfish one he could have made money by charging admission to his booth.

A Class That Points a Moral

When the fair was drawing to a close some of the people in a neighboring booth asked Mr. Schreiber to give them a barrel for use in packing up a part of their exhibit and he, of course, complied, but when they asked him to deliver the barrel to their place he was unable to oblige them, so they sent a colored man after the package. Later the colored man came to Mr. Schreiber and demanded two bits for delivering the barrel, as the people who had received it refused to pay him for its delivery.

You will find a good many customers of that kind in this section, people who want you to give them a barrel, deliver it and then pay a bonus for their patronage. Fortunately, however, Mr. Schreiber made many friends at the fair who were not of this stamp.

W. P. TOUNG IS ILL

W. P. Tounge, vice-president of the Lucas E. Moore Stave Company, New Orleans, La., was removed to his home from the Touro Infirmary during the week of October 1st, where he had been confined for some time under the care of specialists in an effort to ascertain the cause of his illness. It is expected an operation will have to be performed. Mr. Tounge is one of the most popular members of the lumber and cooperage fraternity in New Orleans, and his many friends are sending their best wishes for a speedy return to health.

DENATURED ALCOHOL OUTPUT HAS BIG GAIN

Production of denatured alcohol has increased enormously since 1907-08, the first period for which figures are available following the enactment the previous year of tax-free legislation, according to a survey just completed by James P. McGovern, of Washington, and reported to the American Chemical Society, New York, October 10th.

The society found production in the first period totaled 3,313,478 wine gallons, as compared with 33,299,166 in 1922. Of the 117 formulas for denaturing alcohol, which have come into existence since 1906, more than half have been devised since the World War, largely since prohibition, the survey disclosed.

Industry, the society announced, is turning from potable tax-paid alcohol to specially denatured, tax-free alcohol.

STATE CONTROL IMMINENT BECAUSE OF WASTEFUL OIL METHODS

Warning oil men that State regulation of their business is imminent because of present wasteful production methods, E. W. Marland, president of the Marland Refining Company, suggested recently before the International Petroleum Exposition and Congress at Tulsa, Okla., that leaders in the industry immediately take steps intelligently to conserve the nation's oil resources.

"I fear that we must face the possibility of State control of production," he said. "The land owners of Oklahoma and other producing States probably will not long continue to permit such foolish waste of their property by their lessees as has been seen this year."

Louisville Reports a Very Active Demand for Slack Barrels. Tight Trade Has Best Call from Kraut Packers

There has been a very active demand for slack barrels during October in Louisville, but in the tight barrel trade business has not been especially rushing, some plants reporting that they are not operating at anything near capacity. There has been a very fair scattered demand throughout tight lines, but nothing big from any one class of consumers. Kraut barrels and kegs have been moving well, as there has been a good cabbage crop available and a big pack is being made. So far the new cottonseed crop is not resulting in any material demand for barrels for handling cottonseed oil or oil products, although cotton gins have been busy and seed is moving to the oil extractors. Demand for spirit kegs and barrels has been quite fair in both plain and charred packages.

Flour Interests Are Buying Cooperage

In slack barrels there has been a big increase, due to the fact that now that the weevil season is past, the Southern jobbers and retailers are stocking flour, while there is a good demand from the consumers of the South, who are buying in half-barrels and barrels, due to better conditions and more ready money. High prices of cotton, lumber, tobacco and good employment of labor in the South at good wages, has resulted in more active buying. There is also a good movement in produce and apple barrels. There is practically no demand for barrels for salt or cement, but the lime barrel demand has been good.

If Business Was Always as Good as Now, Life Would Be Easy, Says Paul Dysart, Jr.

Speaking of present trade, Paul Dysart, Jr., of the J. D. Hollingshead Co., reported that the company's plant was very busy, and, in fact, Mr. Dysart stated that, if business in the slack trade was always as good as it is now, life would be easy. Demand is coming from the flour, produce and apple trade, as well as from the poultry shippers, it being the period in which the slack trade is generally busy.

Large Turkey Barrel Demand Is Anticipated

A large demand for slack barrels for packing turkeys and poultry to supply the eastern market is anticipated, as it is reported that Kentucky has an unusually large crop of turkeys this fall. For years Kentucky has been one of the large producers of turkeys.

Kraut Packing Industry Wins Some New Members

Reports from southern Indiana state that some of the canning plants which generally put up a large pack of tomatoes and other lines, as a result of virtual failing of the tomato crop this year, have gone into kraut packing.

Tight Trade Should Be Humming

J. N. White, of the Louisville Cooperage Co., reported that the company was not especially busy now on either kegs or barrels, even though it is the period when business was generally humming. At this time last year the trade was quite busy. In stock production, Mr. White reported that eastern Kentucky mills were showing good headway, but that heavy rains in the South had retarded production somewhat.

Apropos Empty Whisky Barrels

Concentration of whisky stocks in Louisville from a number of distilleries, formerly in operation in various points out in the State, is resulting in a larger percentage of empty barrels being released within Louisville, at a saving on freight costs to the purchasers. This condition is making a better supply of used barrels than formerly. However, the volume of used whisky barrels available is quite small as compared with the pre-Volstead days, when every corner saloon and drug store was emptying barrels at a rapid pace. Now the supply is based on the amount of bottling in bond that is done under drug permits. Package prices show no change either in tight or slack over the September quotations, which were slightly below those of August.

The Tight Stock Market

Throughout the past month there has not been much movement of tight staves and heading. Local concerns have been consuming their own material. In oil stock prices of \$47.50 are reported at mill points on red oak, and white oak at \$67.50 for mill run. Southern mills in some sections had an unusually large amount of worm trouble on freshly cut stock this fall, the borers getting into green stuff in large numbers and

causing a good deal of damage. However, the period was short-lived and is now past.

The Slack Barrel Market

In slack barrels quotations show half-barrels, flour, 60ca65c; barrels, flour, 80ca85c; sugar, 90ca\$1; one-head produce, 60c; two-head produce, 65c; poultry, 70ca80c; No. 2 stock, sugar-sized produce, 70ca75c.

The Slack Stock Market

The slack stock market continues on a firm basis. No. 1 gum staves, 28 1/2 or 30 inches, are quoted at \$13a\$15 a thousand; No. 2, \$9a\$11; and mill run, \$10a\$12. In heading, flour-sized, No. 1, 15c a set; sugar-sized, 17ca18c, with mill run, one cent under; and No. 2 at three cents under No. 1 per set. Six-foot elm hoops are \$15a\$20 a thousand.

As to Labor Conditions

No trouble is being experienced now concerning labor, although common labor continues in strong demand and is a bit scarce, due to heavy demand in the building trades as well as in industry. Coopers have been willing to work since the weather became cool and since shops were not so busy, whereas in midsummer when business was good and they were badly needed they refused to work on account of the heat.

Not Much Transportation Trouble

While some little complaint has been heard concerning slow delivery of cars at some far Southern mill points, as a whole, car supply is excellent and railroads are handling tonnage movements with despatch, the shippers having less complaint this year than for several past years.

An Important Appointment

J. S. Thompson, Louisville district manager of the Southern Hardwood Traffic Association, has been named vice-chairman of the lumber and forest products committee of the Advisory Board, formed at Cincinnati, to aid the American Railway Association. The Cincinnati headquarters will aid shippers in Kentucky, Indiana, Ohio and West Virginia in advising with the railroad operators. A. A. Egle, of the Wood Mosaic Co., Louisville, was named a member of the lumber committee, which will work with shippers who need aid in the matter of car service, etc.

A Just Decision

The Kentucky Court of Appeals in a recent decision of interest to all companies which operate their own commissary stores held that script issued by mining or other companies to their employees in lieu of cash was transferable, whether or not it was marked "not transferable." Some companies, in an effort to compel their employees to buy from company-owned stores, pay them partly in script, redeemable only at company stores. However, the court held that the company had received value, and that its script was an obligation, and that it must be redeemed for any holder. In the case handled by the Kentucky Court of Appeals, The Moss Federal Coal Co. was resisting payment of script issued by the coal company on the Moss Stores Co., payable in merchandise. F. T. Rhea, merchant of the county, redeemed over a hundred script orders and demanded payment of the company issuing the script. The court held that Rhea had clear title to the script when he redeemed it and that the coal company must pay it.

Will Dismantle Barrel Plant

Paul Dysart, Jr., of the J. D. Hollingshead Company, reported that the company had decided to dismantle the old Smith Cooperage Co. barrel mill, which was purchased by the Hollingshead company a few months ago. The machinery in part will be added to that at the Dreidell plant, while the old Smith plant will be utilized for warehouse purposes in storing manufactured barrels, as well as raw stock. In keeping the entire production operations within one plant it is believed there will be a considerable savings in cost effected along with increased production.

Good Demand for Kraut Barrels

H. L. Rollwage, sales manager of the Chess & Wyndom Co., reported fair business on kegs and barrels, although neither department was really busy. Mr. Rollwage reported fair demand on spirit packages, with good demand for kraut packages. The export situation, he said, was slow, with not much demand for oil barrels.

CARRIERS PROTEST ASSIGNED-CAR RULE

Railroads, public utilities companies and industrial producers, including the United States Steel Corporation and the Ford Motor Company, brought to hearings before the Interstate Commerce Commission at Washington, D. C., October 22d, their request for reconsideration of the commission's original assigned-car case decision. Representatives of coal mine operators, the National Coal Association and others were present to enter opposition.

Under a decision announced last June, but not yet put into effect, the commission held that neither mines that produce railroad fuel nor coal consumers or others who owned coal cars should be entitled to exclusive car service during periods of coal shortage or of transportation difficulties.

Upon the filing of a large number of protests, the commission reopened the case and withheld the effective date of its decision. Railroads declared enforcement of the new system would increase operating charges for them by \$100,000,000 annually.

Transportation officials of the Erie and other eastern trunk lines were the first witnesses called. Commissioner Aitchison endeavored to bring out whether mines having assigned cars for railroad fuel purpose did not occasionally divert such coal to sale on the commercial market.

The witnesses were uncertain on the point, but said they considered the assignment of railroad cars was immediately stopped when the railroad itself did not actually get the fuel.

MORE BUSINESS FOR THE ICE CREAM TUB MAKERS

The increasing realization among physicians of the food value of ice cream was emphasized by Dr. T. B. Downey, of Mellon Institute, at the opening session of the twenty-third annual convention of the National Association of Ice Cream Manufacturers, at Cleveland, Ohio, October 22d.

Dr. Downey exhibited a series of stereoscopic slides showing the result of experiments carried on at Mellon Institute. Their research demonstrated conclusively, he said, that animals whose food contained a quantity of gelatine invariably grew faster and became stronger than those that were deprived of gelatine.

Gelatine is one of the principal constituents of ice cream. Prohibition also accounts in part for the growing popularity of ice cream in the home, it was said. Delegates asserted that ice cream is replacing beer on the table of the workingman.

A large tub of ice cream was sent to President Coolidge by Cleveland manufacturers, each of whom contributed a brick. The tub was painted in red, white and blue, and bore the inscription, "This Is Ice Cream Week in Cleveland."

BARRELS ARE VALUABLE PROPERTY

"The matter of returned barrels," says *The Fruit Products Journal and Vinegar Industry*, "has been a source of worry to some of the largest condiment and fruit juice manufacturers, because of the sharp practices of some of their customers who seem, as one executive put it, 'to stay awake nights to think of ways to do our company.' The situation has become so acute that one concern states on all bills that barrels must be returned in less than sixty days after date of bill in as good condition as when received."

"Naturally when vinegars, condiments or fruit juices are shipped to wholesale grocers, who in turn sell them to jobbers and to retail grocers, barrels receive a great deal of knocking about in transit. When barrels are returned the keen eye of a cooper is nearly always needed to detect the damage done, for he is the 'doctor'."

"But that is not all! Very often concerns ship oil barrels back to vinegar concerns instead of the white oak barrels which they received. 'Red oak and fir barrels are excellent containers for vinegar, but when concerns return gum wood barrels (which should never be used for foods) something should be done about it,' said one manufacturer. 'We sent a whole carload of these inferior barrels back to one jobber.'"

NAVAL STORES COMPANY ORGANIZES

The Powell-Ray Naval Stores Company, Jacksonville, Fla., has been organized and a charter taken out, the capital stock being \$125,000, the charter calling for a corporate existence of 50 years. The company will do a general naval stores business. Officers are as follows: H. G. Powell, president; Walter Ray, vice-president, and L. M. Powell, secretary and treasurer.

BUFFALO COOPERAGE MARKET

The slack cooperage demand is not up to the proportions that the shops would like to see, but a fair amount of business is being done, chiefly in the export flour trade, which is better at some mills than is the domestic business. The present run of trade is said to be about as good as a month ago. Talk of a heavy wheat crop has made flour buyers cautious and, as a general thing, they are taking hold only in a small way.

Late Report of the Apple Barrel Demand

The apple barrel trade has not been heavy with the country coopers this year, the crop not having been quite as large as expected. A declining market has been experienced in both hoops and staves for some little time past, and both are a little lower now than a month ago. It has been a case of conservative buying on the cooper's part, so that this winter will probably find him pretty well cleaned out of stock. Apple barrels have been bringing about 65 to 70 cents recently, which is a much more reasonable price than was anticipated early in the year.

Big Wine Production Means Business for the Cooperage Industry

A great flood of California grapes is arriving in this city, and as the season draws to a close about 500 carloads are expected. It is said that enough wine will be made to furnish two gallons to each man, woman and child in the city. This does not count the many thousands of gallons produced from near-by grapes. All this wine means a big sale for barrels. A local paper says:

Barrel Supply Is Short

"There are not enough barrels to go around and many stores are waiting for shipments from the cooperage factories. Householders all over the city are rolling in their own barrels, and in Dante Place the barrels are standing on the sidewalk."

Tight Barrel Prices Holding Steady

If some of this tight barrel frenzied activity could only be diverted to the flour-barrel trade, the local slack coopers would be very much pleased. The alleged tremendous activity in the tight barrel trade has not boosted prices to any extent. A good oak barrel is selling at about \$3.

The Niagara Cooperage Co., Lockport, reports quiet trade in flour barrels in that city, but a fairly good apple-barrel trade has been done.

The Quaker City Cooperage Co. finds business about the same as a month ago, with export flour-barrel trade of fair proportions and not much doing in home trade.

Cooperage Shop Escapes Fire

A fire which was discovered breaking through the roof of a barn owned by Myron Roberts, Hilton, N. Y., October 16th, did damage estimated at \$7,000. For a time it threatened to sweep through the entire Roberts plant, which includes a cooperage shop, lumber yard, storage plant and button factory, but fortunately the flames were checked.

Orleans County Fine Apple Producing Territory

Orleans County stands fifth in the number of barrels of apples produced in New York State. When acreage is considered, it ranks first. The estimated number of barrels of apples grown there this year is 27,120.

After a survey of apple conditions in western New York, C. K. Brown, representative of the Bureau of Agricultural Economics of the Department of Agriculture, predicts that the State's apple crop will be 1,000,000 barrels less than last year.

Geo. W. Little Busy in a Good Cause

George W. Little, who has long been a sales representative of Jackson & Tindle, is chairman of a committee of the Buffalo Lumber Exchange appointed to solicit funds for the Maurice A. Wall Chapter of Disabled Veterans of the World War. This organization is seeking to raise \$10,650 to defray its annual expenses.

Disonest Apple Packing

The government officials are still keeping a close watch on shipments of bad apples posing as good apples. An instance occurred here the other day in which a criminal information charging violation of the pure food and drug act was filed in the federal court here against a storage concern, which is alleged to have misbranded and misrepresented its apples. The allegation was that hundreds of bad apples were concealed beneath the upper layer.

New Flour Will Help Buffalo Challenge Minneapolis Reputation as Flour Center

The coopers are pleased to see that work is being carried on steadily on the new mill of the Pillsbury Flour Mills Co. to be erected here. The structure is nearly half way up and will be completed, it is said, early next year. When the capacity of this plant is added to what Buffalo mills already produce, Minneapolis will have to look to her laurels as a flour-milling center. The new mill ought to be able to get a large amount of export business and to be quite a contender in this line with the Washburn-Crosby Co.

BUYS STAVE TIMBER TRACT

The Nowlin-Carr Stave Company, Arkadelphia, Ark., has closed a deal for the purchase of 6,000 acres of hardwood timber near Boswell, 18 miles west of Arkadelphia. The additional timber holdings will give the stave operations of the company an additional life of several years.

IS ENLARGING BARREL PLANT

Foreman-Derrickson Veneering Co., Elizabeth City, N. C., is expending from \$40,000 to \$50,000 for enlargements to the barrel and veneer plant at Knobbs Creek. Improvements include two barrel sheds, one 100 x 200 feet, and another 48 x 80 feet, having daily capacity of 3,000 barrels. The company is also installing new machinery.

WILL CONTINUE BUSINESS ALONG SAME LINES AS FARMERS' MANUFACTURING CO.

The Eastern Corp., 209 South La Salle St., Chicago, Ill., which has acquired through purchase entire outstanding capital stock of the Farmers' Mfg. Company, Norfolk, Va., will continue the business of the company along same lines of operation. The company's principal plants are located at Norfolk and Suffolk, Va., and at Severn, N. C., with fifty-five assembling and distributing plants situated in the States of Florida, Georgia, South Carolina, North Carolina, Virginia, Maryland and New York.

STAVE AND HEADING CO., INCORPORATED

The Marsh Bros. Stave & Heading Company, Watertown, Fla., has been organized with a capital stock of \$40,000 and will immediately engage in the manufacture of staves, heading and box shooks. Officers are as follows: J. C. Marsh, president; R. H. Paul, vice-president; A. G. Paul, secretary, and A. L. Marsh, treasurer.

WILL MAKE WOODEN PACKAGES

The Akron Basket Company, Akron, Ohio, has filed articles of incorporation and started the building of a modern plant for the manufacture of baskets and wooden packages. The company is owned entirely by local capital.

STAVE COMPANY NOW OPERATING

The Wilson Stave Company has completed the moving of its plant from Lake Village to Dumas, Ark., and the machinery has all been installed. The plant began operations the first week in October.

L. FRENCH STAVE COMPANY IS ORGANIZED

The L. French Stave Company, Luverne, Ala., has been organized and filed articles of incorporation. The company is preparing to operate a general stave mill plant.

BARREL DEALERS BANK THEIR FUNDS

Getting into the office of A. Nichols, a barrel dealer at 19 Homestead Avenue, Providence, R. I., by means of a fire escape, on October 5th, robbers were unable to force the safe and therefore left without any loot. The police branded the thieves as "Kindergartners," while Mr. Nichols said they were saved a lot of trouble as there was nothing in the safe worth while.

WILL NEED BUTTER AND ICE CREAM TUBS

W. B. John L. and T. J. Whatley will establish a plant at Opelika, Ala., to manufacture butter and ice cream in quantities. They will need packages.

PACKING COMPANY INCORPORATES

The O'Neal Packing Co., Gulfport, Miss., has been incorporated with a capital of \$10,000. S. E. O'Neal, W. F. Hardtner and G. T. Darnell are interested in the new company.

THE PULSE OF THE TRADE

ARE WORKING DAY AND NIGHT

THE VIRGINIA BARREL CO., PAUL C. GAYLORD, SEC. AND TREAS., WINCHESTER, VA.—The apple crop in the Shenandoah Valley is larger than predicted and an acute barrel shortage has resulted. We are working day and night to meet demand. Expect packing season will extend well into November.

EXPECTS TO SEE SPIRITED STOCK BUYING IN NEXT SIXTY DAYS

CATE-LA NIEVE COMPANY, MEMPHIS, TENN.—Demand is light at present, but about equal to the production and in excess of it on some items. For the future we confidently expect to see rather spirited buying in another sixty days.

ANTICIPATED HEAVY MARKETING OF HOGS WILL BRING BETTER TIERCE DEMAND

J. R. KELLY COOPERAGE, KANSAS CITY, KANS.—Business during the current month has been unsatisfactory, although October, as a rule, is an off month with us. We look for a heavy marketing of hogs during the next ninety days, and, in consequence, a better demand from the packers for tierces should develop.

SHOULD BE BUSY ON CIDER BARRELS

BRUECKMANN COOPERAGE CO., JOHN G. BRUECKMANN, PRESIDENT, ST. LOUIS, MO.—Business is only fair. There has been a decided falling off in orders the last four weeks. There is a big crop of apples and we should be busy on cider barrels, but there seems to be very little demand for cooperage of any kind. I believe prices are going to be lower.

FALL BUSINESS RUSH IS ON

THE WEINRICH COOPERAGE CO., BURLINGTON, IA.—Trade is good right now—the usual fall rush—and it should be good for some weeks yet.

CLEANING UP OF EXPORT SITUATION WILL HELP BUSINESS

HIRSCH COOPERAGE & STEEL PACKAGE CO., HOUSTON, TEXAS.—Business with us at the present time is exceedingly quiet and, in fact, has been that way for the past eighteen months, and we do not look for any better business until the export situation clears up.

BOLTS AND LABOR ARE HIGH

A. L. BARNETT, LESLIE, ARK.—The stave and heading business is very dull. Not much doing. Bolts and labor are so high that I can not make stave and heading and sell at the prices that I am offered.

NO STOCK READY YET

THE CANNON COMPANY, CAIRO, ILL.—We have no trade as yet as we have just been sawing for five months and stock is not dry enough to market.

ENJOYING A FAIR VOLUME OF TRADE

HARDWOOD PACKAGE CO., MARCUS HOOK, PA.—While we are enjoying a very fair volume of business, the prices for finished cooperage are so much below what they should be at the present level of prices for cooperage stock as to cause an unsatisfactory condition. We can see no reason for any improvement in this condition in the near future.

PRESENT DEMAND IS BELOW 1922

HUGH O'DONNELL, HUGH O'DONNELL, INC., PHILADELPHIA, PA.—Reporting as to present trade conditions, regret to say that the demand for most every grade of containers is slow. Trade right now is nothing in comparison to the volume of business we were doing at this time last year.

BUSY ON APPLE BARRELS

K. W. JACOBS COOPERAGE CO., MILWAUKEE, WIS.—We are busy now with apple barrels. Other trade just fair. If prices of stock will come down it will stimulate sales. Substitutes now have inside track due to prices.

DALLAS SHOULD BE A FINE MARKET FOR POULTRY BARRELS

Dallas, Texas, has been selected as headquarters for the Texas Poultry Association. The Dallas office is expected to handle 400,000 chickens and 200,000 turkeys.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. Doane, Editor-Manager
J. E. MacDonald, Associate Editor

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\$2.50 per year, in advance, postage free, to foreign countries. The receipt of the first paper after subscription is evidence that order has been received at this office. No other receipt will be sent unless requested.

ADVERTISING

Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES

Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

ASSOCIATION MEETING

The semi-annual convention of The Associated Cooperage Industries of America will be held at the Grunewald Hotel, New Orleans, La., November 13th and 14th. Executive meeting, November 12th.

IT IS THE VIEWPOINT THAT COUNTS

A man's viewpoint is the motive power of his whole existence and it is the surest index as to what he is, what he can do and what the finished results of his endeavors will be. There is no doubt but that every business man can build into every changing trade condition just what he wishes by the viewpoint that he holds. The truth of the above statement was most aptly and convincingly shown in a recent interview with a cooperage manufacturer, who in the course of conversation revealed the viewpoint that wins, not only in the cooperage business, but in every other line of business and every other walk of life. Listen to what he says:

"When I can't make a compensating and worthwhile living in the cooperage trade I'll get out of it, but if that time ever comes, I will know that there are absolutely no possibilities in the barrel business, present or far in the future—absolutely none. As it is, it is a good old trade and bigger in possibilities than it has ever been before. The only trouble with most of us is that we don't like the necessity that now confronts us for going after business, but we have got to go after it, not only in one way, but in every way, and we have got to spend money to get it. Business does not come as easy now as it once did—there are too many out after it—but at that the cooperage man can have all that he will go after. All industries have to weather changes in trade channels, but I've always found that where one door closes another always opens, and I'm strong for the open door—that's why I'm satisfied, to date, with the cooperage trade."

Checking the above we have four sides of a splendid business viewpoint. Note them in order and see how they are co-ordinated.

First: "The cooperage industry is a good old trade"—Appreciation.

Second: "It is bigger in possibilities than it ever was before"—Confidence.

Third: "Cooperage manufacturers do not like the necessity of going after business"—Insight.

Fourth: "We have got to go after trade and spend money to get it"—Determination.

The man who sees clearly, who thinks sanely, who digs to the bottom of things to find out the "whys" and the "wherefores" and then sets his business sails to catch the prevailing trade winds, can not help but make headway and his going will be pleasant and profitable at the same time.

How are you looking at your trade as an industry and what are you doing to better it?

How are you looking at your business as an individual enterprise and what are you doing to increase its success and prosperity?

How are you looking at your competitive field, and what are you doing to hold and further entrench your place in that field?

How are you looking at the buying and using trades where your output could be consumed, and what are you doing to interest these trades in the "service value" of your special line of products?

Your answer to the above constitutes your business viewpoint, Mr. Cooperage Man, and upon your viewpoint depends the extent and volume of your trade success—present and future.

There is no profit or gain in extreme pessimism at any time, and at the present stage of our ongoing there is too much of every good in our business prospects to permit over-emphasis of trade conditions which need only conscientious, intelligent and willing co-operation to adjust.

WHEN IT COMES TO BUSINESS—

The new year, which will soon be dawning, holds out a lure of everything to be desired in the way of trade success, business prosperity and the opportunity for achieving whatsoever we would.

To be up and doing is the life of trade, and everything points to 1924 as being a year of satisfying business activity. The cooperage industry is shaping itself for a most generous share of this activity and there is no reason why all expectation should not be realized in the fullest measure.

Now is the time for laying plans for the future, and, as there are no plans of more far-reaching and vital importance than those which have to do with advertising appropriation, we are bespeaking, at this time, consideration of contracts to start with THE JOURNAL'S January, 1924, issue. Choose your own wave length, but do not fail to erect some business aerial for the coming year. The atmosphere will be filled with splendid trade opportunities. Tune in through THE JOURNAL'S advertising pages and there will not be a single station anywhere throughout the entire cooperage industry or its allied trades that you will not be in touch with.

THE JOURNAL'S specialized line is serving the cooperage industry and we are equipped to do that perfectly.

GENERAL BUYING IS BETTER AND BUSINESS IS IMPROVING, SAYS W. C. HARTMAN

For our November report we are pleased to say that business is improving. General buying is better. The demand in most sections is moderate but stocks are getting lower in the hands of the consumers, while the mills have no great surplus. The writer recently returned from an extended trip through the East and Southeast. Of course, the apple crop in New York, including the Hudson River and also in the Virginia territory was disappointing. This business means a lot to the cooperage industry annually. Next year, they now say, is to be the year and a good crop is expected. In the natural order of things and considering the law of averages the fruit growers can guess ahead fairly accurately, especially after they have had more than one season of poor business.

This is the dull season for the sugar trade in the New York section and little buying can be expected from that section until after the first of the year. Some of the refineries have been running at a very low ebb recently, almost making a record in low production, and at one large refinery we found the manager holding back shipments on contracts and storing some surplus stock in outside warehouses to take care of what he had to accept on his deals.

Such a condition was found in other lines of trade and unfortunately the cement people are doing practically no exporting and very few barrels are used.

Generally speaking, business is spotted, with depression and dullness existing in some sections and fair activity in others where a fair volume is being enjoyed. All kinds of heading and elm hoops are fairly firm with the demand moderate, following a decline during the last five months. Lower prices can not be expected, considering costs, and at present levels mills are not encouraged to produce.

OCTOBER A VERY SATISFACTORY BUSINESS MONTH FOR COOPERAGE TRADE, SAYS C. M. VAN AKEN

Because of the unsettled conditions in the cooperage market the latter part of last month, there was more or less of a feeling that the month of October would be

rather slow as to sales and shipments of cooperage. Contrary to expectations, however, enough orders have been received and enough shipments made to make the month of October a very satisfactory month for the cooperage stock people of this locality. When prices were declining a month or more ago and the barrel makers were delaying placing orders as long as possible, it was problematical as to whether this "watchful waiting" policy would not continue until after the fruit crop was over. Therefore, small and more or less scattered orders were expected during October and the satisfactory business of the month is an agreeable surprise.

Considerable business has been booked by many of the mills and dealers for November and December shipment, and we believe there has been enough of this booking to insure a good business for the balance of this year. Prices on most kinds of cooperage are firm. There is not as much cutting done now as there was at the beginning of the month and the general tendency is along healthy lines.

TRADE CONTINUES TO SHOW SLOW BUT STEADY GROWTH

High prices are not holding back or limiting fall trade as predicted months ago, reports the *Nation's Business*, official publication of the Chamber of Commerce of the United States. Trade continues to show a slow but nevertheless steady growth, its national survey states. Industry as a whole also shows a gain in pace, but there are exceptions to cause the word "spotty" to be used to characterize movements in that line. Collections are improved because of increased crop marketing, conspicuously in the South, in areas fortunate enough to have liberal yields of cotton.

While commercial developments as a whole are not quite all that was hoped for, trade, industry and employment are all better than a year ago, and better than at any time since 1910, when trade the whole year through was about the best in the country's history.

Just as last winter, there were predictions as to fall trade being checked by high prices, so today the report is now that trade for next spring is being checked by the still higher prices. Taken as a whole, the level of American prices is not greatly in excess of price levels abroad, and until our prices rise sufficiently to stop foreign buying of needed products there seems little in the domestic situation, as regards public earning power, to cause fear that trade, during the remainder of the year at least, will not continue to show gains over last year.

UTILIZATION OF WOOD WASTE

Apportion of what use is or can be made of waste from cooperage plants, A. L. Poessel, of A. L. Poessel & Company, Chicago, Ill., says: "Regarding the conversion of cooperage wood waste into pulp. Some large lumber operators of the South have been doing this for a number of years, through an eastern industrial chemical research company, but a unit of plant costs in the neighborhood of \$500,000, and I doubt if any cooperage concern could concentrate enough raw stuff to operate a plant successfully. Ford's River Rouge plant, as mentioned in the October number of THE JOURNAL, I believe is hydro-electric and can supply enough current, etc., to the pulp plants on off load periods, with very little cost to make such use of wood waste from their lumbering operation economic as well as an absolute necessity because they have no use for fuel."

"While lots of wood waste goes into the fire hole that might be used commercially, there is always the demand for excessive investment, as no small units can be operated. Many years ago I thought it might be possible to make jointer knives, with grooves, so that there would be cutting edges similar to those now used on an excelsior machine and in this way produce oak excelsior or wood wool which would have a tonnage value greater than fuel. The Weyerhaeuser Lumber Corporation is now producing an insulating board by using chemically-treated wood waste, not refined, to find board pulp, layered between two asphaltum sheets. This I believe would require a smaller investment than full paper stock conversion and would successfully compete with similar insulating boards, now made from sugar cane waste, flax straw waste and cane swamp grass, on which companies are now successfully operating."

"I know that there is something into which the cooperage industries can convert their waste that will give greater returns than coal costs, but it will have to be something simple of little added investment to be of interest to the trade, but, so far, my investigations have led into large investment accounts, which are beyond the average cooperage units."

THE DAIRY INDUSTRY HOLDS OUT GREAT BUSINESS OPPORTUNITIES FOR THE COOPERAGE TRADE

One of the most important meetings yet attended by field representative A. C. Hughes in the interest of the wooden barrel, slack and tight, was the National Dairy Show, held at the State Fair Grounds, Syracuse, N. Y., October 5th to 13th, inclusive. Reporting on the show Mr. Hughes said:

"The National Dairy Show was held in connection with the World Dairy Congress, and thus afforded a notable opportunity for the cooperage industry to court social and business contact with the dairy industry and with its many independent units engaged in milk production through the various stages of manufacturing, condensing, drying, powdering and packing refrigerated storage of reserve stocks. We had on hand a complete exhibit of slack and tight barrels and butter tubs at the World Dairy Exposition, held in the State Fair Building, Syracuse, N. Y., October 5 to 13, 1923.

"Delegates from forty nations were in attendance, together with representatives from nearly all the States, who came with new ideas to put into active use, and to reach the largest success through contacts and observations. In no better place could the merits and faults of respective equipments be discussed, and investments made into those forces which increase appreciation of milk production."

"Our display was viewed by thousands. Our literature was distributed to dairymen of our own country and of foreign lands. Interviews were held with the leaders, as well as with the humblest engaged in the industry that caused a national acquaintance to be made with our association, its members and location of cooperage plants which should, as the sanitary value of clean wood barrels becomes better known in this industry, redound to a greater appreciation of their healthful utility and a material reward in patronage."

"Drawing its products from over four million farms in America, the magnitude of dairy agriculture inescapably concerns the cooperage industry in the preparation of these products for the market no less than the multitude of other industries, whose portrayal of their goods made one of the most tremendous and amazing displays ever presented in this country. The inquiries received at this exposition regarding barrel usage, methods and media, are gratifying indications of a tendency to give patronage to wood barrels, despite keen competition of other kinds of containers."

"With these facts in mind, it is particularly essential that patronage be built upon the careful construction and testing of each barrel which, if diligently adhered to, is bound to convince that the cooperage industry is dedicated to render superior quality and service to the most exacting food-producing industry."

MERITS OF THE WOODEN BARREL ARE BROADCASTED TO COFFEE, TEA AND SPICE TRADES

Three other manufacturing industries from which the wooden barrel trade can draw increased and profitable business was contacted in a big way when the publicity matter covering barrel usage was given space in the recent convention numbers of the *Tea and Coffee Trade Journal* and the *Spice Mill*, two publications devoted to the interests of the coffee and spice industries.

The issues mentioned carried reports of the National Coffee Roasters Convention, held at the Copley-Plaza Hotel, Boston, Mass., October 15th-18th, which convention was reported by field representative A. C. Hughes as follows:

"The annual exhibit of coffee roasting equipment was held under the auspices of the National Association in conjunction with the convention. Twenty-six exhibitors displayed their various wares. Our cooperage exhibit consisted of nine standard size coffee barrels most generally used in the industry."

"Considerable appreciation was manifested toward the fraternal spirit shown by the cooperage association in co-operating with the National Coffee Roasters' Association, by helping to make the exposition a complete display of equipment."

"Exhibits were closely studied by all the delegates in a body after the business session recessed each day."

"Publicity matter, previously prepared, covering barrel usage, which was courteously given space in the convention numbers of the *Tea and Coffee Trade Journal* and the *Spice Mill*, also appeared, in part, in the columns of the Boston daily press."

"Interviews with delegates showed many to be satisfied users of wood barrels and customers of our members. Inquiries handled by coffee companies operating in cities where cooperage plants are located that are represented in our association, were not taken. Several



J. U. BECK NOW WITH THE NATIONAL MANUFACTURING CO., DETROIT

who are about to use barrels for the first time were given names of cooperage plants located in their home cities.

"Steel coffee drums and fiber drums, made with two wood heads and steel end hoops were among the exhibits. Fiber and steel drums shown are of higher price than corresponding size wood barrel."

"Cooperage literature was thoroughly distributed. This feature, coupled with a fine exhibit of barrels, and the far-reaching publicity obtained through the trade papers mentioned, should bring the service qualifications of the cooperage industry to the notice of coffee roasters the country over, and secure increased patronage for the wooden barrel."

SWEET POTATO TRADE OFFERS FINE BUSINESS OPPORTUNITIES FOR COOPERAGE INDUSTRY

What it would mean, in the way of increased business for the cooperage industry, for the wooden barrel to become established in the sweet potato field, THE JOURNAL has at many different times dilated upon. At the Chattanooga Interstate Fair, Chattanooga, Tenn., September 29th to October 3d, A. C. Hughes, in his barrel promotion work, came into direct contact with the needs and possibilities of the sweet potato trade, the following up of which will yield big returns. In reporting the fair, Mr. Hughes says:

"The attendance was the largest ever recorded, visiting days being designated as 'Farmers' and Fruit Growers,' 'Kiwanis Days,' 'Business Men's Club' and 'North Georgia Day,' which afforded a special opportunity to demonstrate the various kinds of fruit, vegetable, lime and potato barrels, applicable to industries operating in this section and to distribute barrel literature to visitors generally."

"The need for promotion work in Tennessee, Georgia, North and South Carolina among the sweet potato growers is quite apparent. Hampers and crates seem to be the most preferred containers, due, no doubt, to seasonal activities pursued by salesmen and promotion agents representing manufacturers of such containers."

"Our barrel display created some interest among sweet potato growers, also among limestone quarry owners who are about to become engaged in lime manufacture. Limestone deposits abound in this section; fruit growing is somewhat limited in comparison to neighboring States."

"Interviews with potato growers brought out the fact that no growers' association exists in this section, but meetings are often held in local sections for the purpose of discussing the various problems affecting the industry. It is at such gatherings barrel usage can best be promoted."

"Barrel advertising at this fair was a new feature, and should result to the advantage of the industry."

WILL MANUFACTURE PAINT PRODUCTS

Perry Paint & Glass Co., Tampa, Fla., will erect a plant for the manufacture of paint products.



H. H. Robertson Co., Ambridge, Pa., is in the market for slack barrels. Quote price and delivery.

The Weinrich Cooperage Co., Burlington, Iowa, is in the market for 28 1/2" mill run fruit staves.

The Atlas Produce Company, Lafayette, Ind., is in the market for one-head poultry barrels in car lots.

Gluck Brothers, Inc., Perth Amboy, New Jersey, is in the market for a steam boiler, about four or five horsepower. Must be in first-class condition.

The Louisville Cooperage Co., Louisville, Ky., is in the market for bale handles with wire attached for use on harvest keys; also mouthpieces from which to drink and which screw into the bilge of the keg.

"MACHINERY" care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa., is in the market for a second-hand slack barrel chamfering and crozing machine, a hoop riveter, a hoop expander and a windlass.

STRUTHERS-ZIEGLER COOPERAGE CO. NOW IN LAFAYETTE BLDG.

The Struthers-Ziegler Cooperage Co., slack cooperage stock manufacturers of Detroit, Mich., have moved their headquarters from 1104 Book Bldg. to 1314 Lafayette Bldg., at which new address they will be after November 1st.

In advising the JOURNAL of their company's removal to the new address, Mr. A. B. Struthers says: "The Lafayette Building is across Michigan Avenue, just opposite the new Hotel Book, which is being built on the site of the old Hotel Cadillac. As always, the latch string of the Struthers-Ziegler Cooperage Co. will be out and a royal welcome ready for all callers at the new headquarters."

C. HEIDT & SON, INC., EQUIPPED TO HANDLE EVERY KIND OF BARREL ORDER

Established in 1860, C. Heidt & Son, Inc., Jersey City, N. J., has continued steadily on its way until today there is no better-known cooperage concern in the industry, or one more perfectly equipped to handle every kind of barrel order than they are.

The company makes new slack barrels of all kinds, specializing on tongue and grooved. Second-hand barrels, tight and slack, are handled, and there is no purpose for which a second-hand barrel is desired that C. Heidt & Son, Inc., can not prepare a package that will grade "first class" in every particular. The company's trade slogan is "Quality and Service," two business guarantees, which have been often tested and as often proved during the years that they have been catering to the requirements of their many customers.

The office of C. Heidt & Son, Inc., is at 64 Fairmount Avenue, Jersey City, N. J., while their large, modern plant is located at 12-88 Fairmount Avenue.

STATISTICS COVERING TURPENTINE AND ROSIN SHOW DECREASE IN PRODUCTION

According to preliminary figures just released by the Department of Commerce, the output of turpentine and rosin from crude gum for the producing season ended March 31, 1923, by 1,219 establishments was 22,394,137 gallons of turpentine and 1,499,538 barrels (500 pounds each) of rosin. The production of these commodities during 1922 by wood distillation plants was 1,858,698 gallons of turpentine and 152,257 barrels of rosin.

The statistics indicate decreases when compared with the figures for the previous year of 8 per cent. in the production of turpentine and 9.8 per cent. in the production of rosin from crude gum. Increases, however, are shown in the production of turpentine and rosin by wood distillation, bringing the output by the distillation method practically up to the level reached in 1920.

Turpentine stocks on hand, March 31, 1923, at the stills and in the hands of consumers show considerable decreases when compared with the quantities on hand a year earlier, while the stocks at wood distillation plants and at ports and distributing points increased. Rosin stocks in the hands of consumers and at wood distillation plants increased, but the stocks at stills, ports and distributing points decreased during the same period.

Why Clean Sanitary Wooden Barrels Should Be Used by the Milling Industry and Baking Trade

The following address by Dr. H. E. Barnard, delivered before The Association of American Dairy, Food and Drug Officials, at Duluth, Minn., recently, is one that should be broadcasted for health reasons, firstly, and, secondly, it can be used by the cooperage industry as excellent reason why only clean, sanitary, vermin and filth-proof wooden barrels should be used by the milling trade in serving the baking trade.

The packing of flour in sacks is one of the crying evils of our day and the quicker their use can be eliminated the better for the general health of the whole people, for the continued success and prosperity of the millers whose reputation have been founded on "quality" and for the baking trade, whose business growth has so steadily persisted during the passing years. Dr. Barnard says:

"Should there be dangers in the refilled flour sack, the practice is one which must be given the careful consideration of the food officials and sanitary officers. If the practice is not dangerous, it hardly is one which should command your attention. It is my purpose, therefore, to analyze the situation as I find it in the milling and baking industry, for the purpose of giving the best thought of the men who sack flour for shipment, and who empty those sacks into their bins at the bakery. Even a casual discussion of the subject convinced me some time ago that the ideas commonly held as to the virtues or vices practiced were too general and too varied to be of any real help to the official who is interested in protecting food, or to the miller and baker who are so closely concerned with the use of sacks.

"And so in an endeavor to collect data for your consideration which would at least have the virtue of being the best thought of millers and bakers, I addressed a questionnaire to men in these industries whose opinion I knew would be valuable.

"The following questions were asked:

"1. Is the practice of returning flour sacks to be refilled objectionable?

"2. If so, why?

"3. What kind of flour sack, if any, can be refilled without danger of contamination or lossage?

"4. If flour sacks are refilled, how should they be cleaned? (a) by beating.... (b) by washing....

"5. Have you personally known of unclean sacks being used?

"6. Give specific instances.

Those Answering Questionnaire

"Nineteen flour millers, including the best millers in the country, and representative bakers answered the questionnaire.

"It has been a very difficult matter to analyze the replies. Opinions always vary, and on this subject they varied widely. I know of no better way to reach a general conclusion than by analyzing the replies to the several inquiries, and so, with your consent, may I briefly present them to you?

"Nine of the 19 millers answered 'Yes,' unqualifiedly to the first question: 'Is the practice of returning flour sacks to be refilled objectionable?' Three said 'Yes,' but qualified their assent; four replied 'No,' unqualifiedly; three replied 'No,' qualified.

"Miller No. 1 says:

"From the mill point of view it is objectionable for the reason that there is considerable expense in recleaning them. Many sacks are returned in a dirty condition, infected with weevil and we hate to have them coming into the mill. Not as satisfactory to bakers as if new sacks were used."

"Miller No. 2 says:

"Sacks are often received that are unclean and unfit for use; also frequently poor quality sacks."

"Miller No. 3 says:

"Bakers effect a great saving by refilling bags—sacks torn in transit are sent to factory and mended. If bags are not cleaned by baker they are cleaned by miller before repacking. If practice was stopped, cost to bakers would be enormous."

"Miller No. 6 says:

"We feel that it is very peculiar with all the laws we have regarding 'pure foods' that the use of second-hand sacks is still permitted. Larger bakeries take fairly good care of sacks, but average second-hand sacks are not fit to be used. Many second-hand bags not strong enough—they burst and cause considerable trouble. Prohibition of practice would not be economic mistake; would in no way increase cost of bread to consumer."

"Other objections and comments are as follows:

"Flour should reach customer in best condition possible, but this is not possible with second-hand sacks. Many sacks are returned with dough adhering to them, danger of sacks being 'buggy.' We wish customers would never use second-hand sacks, for we take pride in having our product reach the baker in perfect condition."

"Sacks sometimes come to us quite clean and some in very dirty condition."

"Sacks are not returned to us properly cleaned; sometimes there is mouldy flour in them, sometimes they are infected with weevil. If the seamless grain sack is used and properly cleaned and taken care of, it is an economic practice. We prefer to ship new sacks always. If sacks are unfit to be used they are returned to sender."

"Sacks may be refilled if cleaned as soon as emptied. Many bakers store empty sacks in a damp place, for a month at a time, without cleaning them and they collect dust, grease and vermin; bags decay and are not strong enough to be repacked—danger of bugs spreading in mill. If the baker will properly clean and store the bags as soon as they are emptied, it will very materially reduce the objections to the practice."

Sack Partially Rotten

"Often times the sack is partially rotten, and liable to be easily broken; moreover it is seldom that a sack is entirely clean and it may contain flour filled with spores, which will contaminate the flour placed in the bag and cause musty or mouldy flour."

"Use of bags made of heavy, closely woven material is not seriously objectionable. Other than seamless bags harboring weevil, moths, etc., are not as strong as new bags and often burst when refilled. Believe millers generally would like to see practice discontinued."

DANGERS OF THE REFILLED SACK

Commenting on Dr. Barnard's address, *The Daily Miller*, in its October issue, says: "While this article discusses the use of refilled sacks in an impartial way, it is plain to be seen that the use of refilled sacks at all is accompanied by so many difficulties that mills should utilize only new, first-hand containers."

"Often not properly cleaned. We never use second-hand sacks except for bakers—they are the only ones who know how to take care of bags."

"No objection if baker takes good care of sacks and cleans them properly. If bags are contaminated they should not be used. Some bakers buy special bags of high-grade material and take pride in keeping them clean, and there is no reason why they should not be permitted to use them; the saving is about \$100 per car. Whether or not sacks should be refilled depends entirely upon individual flour container and individual baker."

"We run all returned sacks through sack cleaner, turn and beat them in separate building. If bags are unclean with paste or other material they are not used. We have machine for darning small rents. Sometimes mills become infected with moth from second-hand bags."

"Trouble is among smaller bakers only; sacks are not apt to be caked with dried dough. Sacks from larger bakeries are generally clean. Many second-hand sacks burst. Sacks are sometimes shipped in dirty cars and come in reeking with odors which are absorbed by the flour. Grain sacks and heavy duck sacks can be refilled a number of times without damage. We inspect returned sacks carefully and sacks unfit for use are returned to sender."

"Sacks are rarely properly cleaned."

The Practice Opposed

"Of the 45 bakers answering the first inquiry, ten were unqualifiedly opposed to practice. One qualified his opinion; 25 bakers were not opposed to the practice; four were not opposed if certain conditions were met with; five other bakers either did not follow the practice or owned their own sacks and their conclusions may, perhaps, very properly be taken as opposed to the practice."

"It is very difficult to classify the conclusions of the bakers for there is much diversity in their opinions. I am attempting to divide them into groups in favor of or opposed to the practice. Some of the comments are as follows:

"Great danger of weevil if not properly handled and cleaned. Have seen sacks refilled after being turned and used with dirty side inside."

"Looks bad to the public; not safe or sanitary. Danger of weevil. Bakers who follow this practice would have difficulty in convincing public that they were using first-class flour. Might use second-hand sacks if we could be sure of receiving the bags returned from our own company."

"Prohibition of this practice would be an economic mistake and would create great waste and increase cost of flour."

"Generally speaking, practice is all wrong. Bags may become very dirty in transit—saving can amount to but little."

Expense Outweighs Sack Cost

"Expense and flour loss more than cost of sacks."

"We use new misbranded or selected clean sacks at a great saving."

"Have never in four years had any trouble due to uncleanliness or vermin. Empty sacks are cleaned each day in a sack cleaner, and, therefore, give no trouble. We send sacks to local mill where they are refilled and returned."

"We return 'new jutes' to be refilled—sometimes twice if sacks are in good condition; believe it is economy to do so if properly cleaned."

"We believe there is considerable economy for the baker in buying his flour on a bulk basis and using his own sacks for two or three times."

"Our sacks are cleaned and only those that happen to be dirty are washed—we never have flour stick to the sacks—never use sacks for anything but flour."

"Hard to get them clean—they allow flour to sift through."

"Loss by leakage greater than cost of new sacks—practice unsanitary and cause of increase of contamination."

"If sacks are not thoroughly cleaned there is great danger of decay, thereby causing trouble should flour be loaded in them. No danger if they are properly cleaned. Do not believe they could be used more than a third time; flour would leak out and dirt would sift in. If sacks are properly handled we consider it a big saving."

"If we could not return sacks to be refilled it would increase our flour cost at least \$10,000 a year."

"Sacks to be refilled should be cleaned, shipped in clean cars and in bundles entirely covered with burlap; recleaned sacks almost as good as new."

Using Other Second-Hand Sacks

"Mills sometimes use other second-hand sacks than those sent in by company; on one occasion we had flour shipped us in a fertilizer bag; danger of weevil especially during hot weather. Empty sacks are sometimes in transit for considerable length of time—danger of contamination from dirty freight cars."

"Have never suffered any loss or contamination by reason of second-hand jutes; bags were clean and only sound ones used. May be danger of weevil—subject a scientific one."

"If mill is careful in shipping flour in clean sacks, if bakers caution men to keep trucks clean and the bakery is always clean, there is no danger of having dirty refilled sacks. When our sacks are empty they are cleaned and packed under covering for shipment to mill. If sacks become soiled and unfit for flour they are not used for that purpose."


"Always specify new jute sacks in our orders; never buy flour in second-hand sacks. Sacks may be refilled if carefully renovated, yet do not think it a practice which should be encouraged."

Some Are Refilled

"The answers to the third inquiry: 'What kind of flour sack, if any, can be refilled without danger of lossage or contamination,' were equally diversified. Two millers said that cotton, grain or jute sacks could be refilled; four specified seamless grain sacks; two limited the grades of sacks to cotton or jute; 13 bakers felt that cotton sacks could be refilled; 13 others favored the refilling of grain sacks; three of seamless sacks; one of burlap; five of jute."

"The conclusions as to the type of sack most suitable for refilling are not very definite. It is apparent that there is some confusion in the minds of both millers and bakers as to the best type of sack to be used in packaging flour."

"The replies to the fourth inquiry: 'If flour sacks are refilled how should they be cleaned? (a) by beating.... (b) by washing....' are equally diversified. Four millers said that the sacks should be cleaned by beating and washing; six by beating only; four said that the sacks should be passed through a cleaning machine. The following comments by millers are of interest:



NOT the oldest in the business---
but willing to compare our
product with Methuselah
himself.

THE CLEVELAND COOPERAGE COMPANY
Cleveland, Ohio

SERVICE

The kind that functions without any petty annoyances and irritations, that is courteous, helpful and efficient, and that is pledged to the perfect satisfaction of our patrons---that is "HENNING" service.

We offer you
the facilities of this service
in the purchase of

Tight Cooperage Stock

STAVES HEADING

Slack Cooperage Stock

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QUALITY in manufacture
PROMPT SERVICE in shipments
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**TIGHT BARREL
STAVES
AND
HEADING**



IF IT IS **ORAM'S** IT IS RIGHT

THE BEST MACHINERY FOR THE BEST CONTAINERS
AND FOR MAKING THE USERS

"THE OLD RELIABLE" **AND BARRELS**

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SIMPLE - DURABLE
Capacity—As fast as 600 to 1,000 packages per
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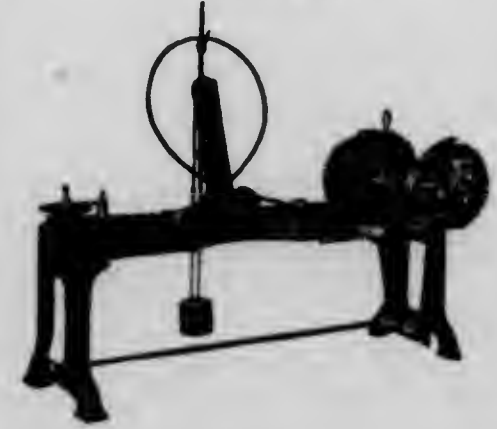


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"MADE RIGHT"

WINDLASS



STAVE JOINTER



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"MADE RIGHT"

BARREL LATHE



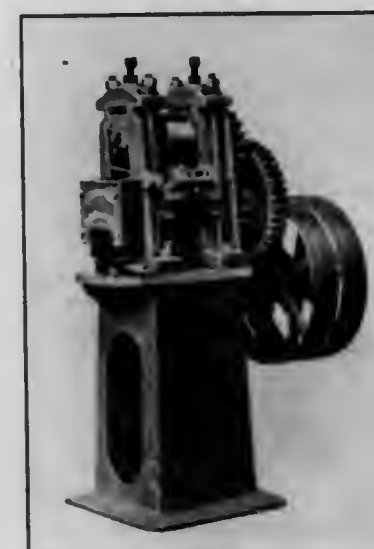
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ESTABLISHED 1872
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Heading that excels in quality — if you have not given it a trial
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STAVES
HOOPS
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BARRELS
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Enormous Factory Capacity
Huge Timber Holdings
Central Warehouse Stocks

Cars Straight, Matched or Mixed

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Thirty years of
Quality production is the
foundation upon which our
leadership in the trade is based. Our equipment, technical knowledge and experience is placed at your disposal.

READY

with good quality
standard Slack Barrel

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Write, 'phone or wire us
if you want quick service

The

Gideon - Anderson Co.

Second and Angelica Sts., ST. LOUIS, MO.

Slack Cooperage Stock STAVES—HOOPS—HEADING

Staves from 24 inches to 48 inches

Hoops all Lengths



Heading all Diameters

MILL SHOALS COOPERAGE COMPANY

Syndicate Trust Bldg. ST. LOUIS, MO.

"We consider the confidence that the trade reposes in us as our greatest asset—it is the direct result of our constant effort to produce and sell nothing but honest dependable goods.

We take a wholesome pride in the 'Quality' cooperage stock that goes into the market under our direction."

WHEN WRITING TO ADVERTISERS, TELL THEM THAT YOU SAW IT IN "THE NATIONAL COOPERS' JOURNAL."

Preventing Contamination

"It is impossible to prevent contamination except by steaming or dashing with boiling water, which is impractical; cleaning machine does not put sacks in good condition."

"If bags have not been wet they can be cleaned by turning and beating."

"By beating, shaking and suction; should not be washed."

"By regular cleaner and then washed."

"They should be cleaned in washing machine."

"The most desirable way for cleaning bags would be by air treating and then running the bag through some process of sterilization to destroy bugs or vermin that may still be left in the seams of the bag. Washing is bad as it shrinks the bag too much."

"Beating not thorough; washing not practical."

Views of Bakers

"Twenty-seven bakers believe that flour sacks can be cleaned by beating, although some of the answers indicate that additional treatment is necessary. The following comments are worth noting:

"They should be thoroughly cleaned. Best method not by beating, but by using an apparatus somewhat similar to the squirrel cage carpet cleaner that carries the sacks up the wheel and drops them a few feet. Sacks should be washed if dirty."

"By beating; washing shrinks cotton sacks."

"They should be cleaned by beating to kill weevil."

"They should be cleaned with vacuum cleaner."

"They should be cleaned by beating; washing every other time."

"They should be cleaned by beating; washing not profitable."

"They should be washed and fumigated, but washing may cause paste."

"They should be cleaned by beating; also by chemical process."

"Beating is satisfactory."

"They should be cleaned by beating and shaking."

"They should be cleaned by beating and later with vacuum."

"They should be cleaned by beating—washing if soiled."

"They should be cleaned by beating; washing O. K., but sometimes impractical on account of shrinkage."

"They should be cleaned by beating, washing when dirty."

"The fifth inquiry: 'Have you personally known of unclean sacks being used,' is of special interest. Five millers said that they had never known of unclean sacks being used for packing flour; seven admitted that they had seen such sacks used; nine bakers had experienced trouble with unclean sacks; 34 had never had any trouble."

"One miller wrote: 'I have in mind one shipment of sacks returned to a miller a couple of years ago which contained small amounts of flour in a filthy condition. The sacks, both inside and out, were covered with a blue mould.'"

"Another miller said: 'Complaints have been too numerous to mention.'"

"A third said: 'I don't care to give specific instances, but frequently a customer insists that he wants the particular bags that he sends filled, irrespective of whether or not the mill thinks they should be used.'"

"One baker replied: 'We have known of sacks being shipped in unclean cars which gave them an odor, and we have also received flour in same condition.'"

"Another baker said: 'Sacks can not be placed in bundles without their getting more or less dirty.'"

"A third baker confirms this opinion by writing: 'Sacks returned to the mill are often spoiled in transit.'"

Conclusions

"It will not easily be possible for either miller, baker or food official to conclude from such an analysis as that I have just given you that flour sacks should be refilled or that the practice should be abandoned. It is, however, possible to reach certain conclusions which may be summarized as follows:

"1. Flour sacks which are mouldy, dirty, leaky, or contaminated by foreign odors, should not be refilled until they have been put in proper condition for use by cleaning or mending."

"2. Bakers intending to ship the flour sacks to the mill to be refilled should install suitable processes for thoroughly cleaning the sacks at the time they are emptied, and sacks so cleaned should be carefully banded and kept in a dry place, free from mould, and protected against insect infestation."

What Using Bad Sacks Means

"No miller should pack flour under any circumstances in any sack which is not in good condition, both from a sanitary standpoint and from its capacity to hold flour without leakage and waste. Flour sacks which have been rendered objectionable in appearance by paint or tar or unpleasant staining should never be refilled, not because the contents may be injured, but because of the bad psychology attending the use of a package for food which is not clean and attractive. This point is emphasized by a baker who writes: 'It is necessary for the baker to live down the reputation that he uses a poor grade of flour. By using flour in new, clean bags we have convinced the public that the flour we use is of first-class quality. If the public saw second-hand sacks go into the bakery it would naturally believe the flour inside the sack was also of low quality.'"

"The economic advantage of using food containers until they are unfit for further use hardly need be discussed. If flour sacks can be used over and over again under conditions which preserve the wholesomeness of the contents and prevent loss in transit, there can be no objection to such saving."

"In order, however, to insure the proper protection of the flour which goes to the bakery, every means provided for the protection of food or food materials in process of manufacture or distribution should be utilized, and the food inspector may well be charged with the duty of co-operating with miller and baker in setting up an inspection service adequate to this end. In the development of food control, the food official, whether he be executive, chemist or inspector, has seen his work steadily change from a purely regulatory practice to that of co-operative and constructive effort, and in the solution of the particular problems which we are now discussing, I am convinced that the official working with the miller and with the baker will perform a real service, both to the millers and bakers of flour and to the public which is so largely dependent upon the production of wheat for its daily bread."

COTTON OIL CO. HAS DEFICIT OF \$5,717,609

The American Cotton Oil Company, New York, reported a deficit of \$5,717,609 for its fiscal year ended August 31, 1923, according to the corporation's annual report, made public during October.

Referring to the company's policy of curtailing the cottonseed oil end, George K. Morrow, president, said the corporation had decided to concentrate on soap and washing powder products. This policy was adopted, he said, because of the unsatisfactory conditions that had prevailed in the cottonseed industry since the war.

Of the deficit established in the last year, \$3,907,906 was sustained through the sale of crushing oil properties that were being operated at a loss. The operating loss for the year totaled \$3,259,892. In addition, the company set up the sum of \$2,000,000 against possible losses on property yet to be sold, and paid out \$700,000 in interest on its bonded indebtedness.

The deficit would have been much greater but for the fact that the corporation had a surplus in excess of \$4,000,000 at the start of business September 1, 1922.

Mr. Morrow said the Gold Dust Corporation had been formed to take over the soap and washing powder business and that it is proposed to permit American Cotton Oil stockholders to exchange their present par value stock, which has been impaired in value, for the no-par-value stock of the Gold Dust Company. The latter business, he asserted, bids fair to develop its sales further with satisfactory profits.

CRUDE OIL OUTPUT GAINS IN PRODUCTION

The daily average gross crude oil production of the United States increased 138,100 barrels for the week ended October 20th, totalling 2,263,450 barrels, according to the October 25th weekly summary of the American Petroleum Institute, New York. An increase of 70,000 barrels in the daily average production of the Powell Field, in Texas, together with the resumption of normal producing conditions in Wyoming, accounts for substantially all of the increase of 138,100 barrels per day. The daily average production east of the Rocky Mountains was 1,442,950 barrels, an increase of 138,600. California production was 820,500 barrels, a decrease of 500.

Daily average imports of petroleum at principal ports were 221,571 barrels, compared with 232,000 for the previous week. Daily average receipts of California oil at Atlantic and Gulf Coast ports were 157,286 barrels compared with 245,286 for the previous week.

RAILROAD NEEDS WILL CALL FOR 100,000 SPIKE AND BOLT KEGS

Trade report from Chicago, Ill., says: "The most cheerful news right now is that the railroads are coming into the market for steel and cars. Inquiries pending are for 100,000 kegs of spikes and bolts in addition to tons of tie plates, and this should mean some trade for the cooperage industry."

"Measuring business conditions is not now an easy matter. There are too many barometric maladjustments. This is due to dislocations in Europe, to such a calamity as the Japanese earthquake, to the rush of last winter and some resultant overproduction, to fear of politics and other causes less apparent. An adequate survey of business necessitates 'going behind the returns.' No statement of business conditions, either general or particular, is worth trusting until the statistics have been examined and the method subjected to inspection or direction."

"There are many contradictions in every survey of present business. The stock market is a thing by itself. Hogs at \$7 are out of harmony with corn above a dollar a bushel. Ever since the present Secretary of Agriculture was a boy in Iowa, 100 pounds of hog has been about equal to eleven bushels of No. 2 corn at Chicago prices. Now eleven bushels of corn is worth \$11.50 and 100 pounds of pig is worth \$7."

"Secretary Wallace is going to investigate it. The spread between the price of corn as corn and the price of corn as pig is getting wider. The longer the investigation is deferred, the wider the gap may become. Corn is becoming so valuable that farmers are hesitating to feed it and are sending their hogs to market, except in Texas, where they are trading them for gasoline. The more pigs the farmers send to market, the lower the price will tend and the more the Secretary will have to investigate."

AMERICA STILL LEADS IN WORLD TRADE

America still leads in world trade and its supremacy is not seriously threatened, according to information conveyed by bankers and business leaders to delegates of the American Manufacturers' Export Association assembled, October 24th, the second day of the convention at the Waldorf-Astoria, New York.

Stability, future prosperity, the pacifying and civilizing of the world depends to a great extent upon the success of the American exporter in stimulating world markets for the excess production of this country into channels of commerce to supply the people of the earth.

The following message was received from President Coolidge:

"Please communicate my greetings and best wishes to the gathering of business leaders assembled for the annual convention of the American Manufacturers' Export Association. You have my earnest hope that the efforts you are putting forth to expand the foreign markets for American products may be eminently successful."

"CALVIN COOLIDGE."

Julius H. Barnes, president of the Chamber of Commerce of the United States, drew attention to the presence in the United States of the largest concentrated market of consumers, whose living standard and great buying power made this the most concentrated domestic market in the world.

"But in addition we have three factors which are bound to produce success in our foreign trade," said Mr. Barnes. "These are, first, our inventive genius; second, superior quality of our merchandise, and third, our large scale production, with its resultant low costs."

Mr. Barnes paid tribute to the high mentality of the American worker and business man and the social condition which permitted the best man to rise to the top.

Julian W. Potter, Coal and Iron National Bank, explained what a bank could do to help the exporter and what the latter could do to help the nation, particularly the farmer. The exporters, he said, could restore the equilibrium for the American farmer if they could find a market abroad for 10 per cent. of his excess products. He urged stabilization of helping Europe with American gold and removing the tariff barriers.

A report on the distillation of alcohol from "blackstrap" molasses has recently been received from Trade Commissioner P. L. Bell at San Juan. Any firms interested in the Porto Rican production of such alcohol may obtain further information by addressing the Chemical Division, Bureau of Foreign and Domestic Commerce, Washington, D. C. Refer to file No. 11,509.

Putting the Dollar Sign Into Statistics

Julius Klein, Director, Bureau of Foreign and Domestic Commerce

A well-known economist, recently arraigned in a rural court for motoring beyond the speed limit, was asked his profession. "Economist," the culprit confessed. "That means nothing to me," said the judge. "Statistician," was the economist's second attempt. "That is worse than the other," replied the judge. "Put him down as a clerk."

This opinion of statisticians and statistics, it is to be feared, is not confined to the minor magistracy. To the average man "statistics" means something to skip—an array of dry figures comprehensible perhaps to their compilers but as meaningless to others as the cyclic law of economic depressions.

Exporters, however—or, at least, successful exporters (now in the majority)—are exceptions to the multitude who regard statistics with skepticism or with uncomprehending awe.

The alert exporter, no matter what his line of manufacture, demands and uses statistics. The keen and energetic business man who is selling abroad seizes on commercial figures with avidity. When discerningly studied and shrewdly applied, they mean to him bigger sales, wider reputation, more money in his own pocket, and greater commercial prestige for the nation.

Thousands of letters received by the Bureau of Foreign and Domestic Commerce show that in many American business offices foreign-trade statistics are being followed with an eagerness comparable to that with which light fiction is perused in less serious quarters.

The writers of these letters do not say that statistics are dull or meaningless. They tell, on the contrary, how vitally significant they have been in specific instances; how they have served as keys for the solution of perplexing problems; how they have shed light on obscure places in the vast and ever-shifting field of foreign selling. In themselves such figures may be lacking in appeal; but their implications are immense, and the results obtainable from them are concretely practical.

The study of statistics in New York commercial houses may set in motion currents that will carry American cotton goods into the interior of Sumatra, American tools into Andean mining camps, or American office equipment into the business establishments of Budapest.

Determining Market Possibilities

An important firm manufacturing electrical measuring instruments and appliances writes to the Bureau of Foreign and Domestic Commerce concerning certain statistics that were furnished to it:

"These statements have been extremely valuable to us in determining the amount of business our competitors are receiving from the various countries. We have, in several cases, written to our agents who appear to have been 'lying down on the job,' and already the returns have been most gratifying."

In *Commerce Reports* for July 23d was an article entitled, "Improving Foreign Trade Statistics," which outlined the measures that have been taken recently to expedite the preparation of figures on American foreign trade and to make them increasingly useful to the business community. It may be well to consider in some detail the way in which this statistical service is being applied in a dollar-and-cents fashion by exporters and manufacturers.

In the first place, these statistics make it possible to determine, in a general way, the market possibilities of foreign countries. "How many American machine tools is Argentina buying? How many are Brazil and Chile taking? What is the consuming capacity of Asia in this line? What is the opportunity for sales by my firm?" These are the questions that naturally arise in the mind of an American manufacturer when he contemplates trade expansion abroad. And the answers to his queries are to be found in statistics which are obtainable, without charge, from the Bureau of Foreign and Domestic Commerce—both the American and the foreign figures. With these statistics before him and their meanings called to his attention, he is likely to ask himself other questions: "If my share in this trade is small, what are the reasons for that condition? And what shall I do to remedy it? How shall I set about the building up of a substantial business in regions where I am now doing next to nothing?"

Export Activity Stimulated and Broadened

In this way the intelligent use of statistics is directly responsible for the broadening of export activity. An

exporter's realization that others are enjoying a profitable business awakens in him a desire and a determination to share in it. His curiosity is aroused. His pride is piqued. His ambition is kindled. He becomes aware that he has been overlooking or neglecting something. And he makes up his mind to enter vigorously the promising field whose existence has been revealed to him by a column of prosaic figures. An exporter of wide experience says: "I find that a clear-cut statement that so many million dollars' worth of a particular commodity has been exported during a certain period, and that such-and-such quantities went to certain markets, is much more effective, in exciting his (the manufacturer's) active interest, than a recital of generalities about the desirability of foreign trade."

Here are a few illustrations of this point: A New England firm manufacturing shoe polishes writes to a district office of the Bureau of Foreign and Domestic Commerce as follows:

"We know what our own sales of shoe polishes to Guatemala have been during the past ten years. Is your department in a position to inform us of the total amount of shoe polishes imported annually, on the average, into Guatemala from all countries, including the United States? Such information would be of much service to us."

A similar query came from a firm of tanners and manufacturers of belting, requesting "the latest statistics you have covering the exportation of leather belting from the United States to South Africa." This led to a detailed statistical analysis of the belting trade throughout the world, by countries of origin, markets, quantities, etc.

The president of a large softwood exporting firm has advised the bureau that he personally takes the monthly lumber trade statistics, which he receives from this bureau in mimeographed form, and enters in a book, in one column, the total American exports of his particular wood to each country and, in another column, the exports of his own firm to each country. He says: "So far as possible, I then seek to expand our sales in markets where our share is shown to be small."

Advertisers Use Statistics Effectively

That the Association of National Advertisers uses the department's statistics constantly and effectively is shown by this excerpt from a letter recently received:

"The statistics of United States exports of various commodities by countries, which the Bureau of Foreign and Domestic Commerce furnishes this office each month, are used to good advantage not only in the preparation here of market surveys that from time to time are requested by members contemplating extending their business to foreign countries, but also by companies already doing foreign business. From the statements received, we select those which relate to each particular member's business, or any which a member has expressed a desire to have, making as many copies as are required to supply interested members and as many departments of a company as use the data."

Among many letters addressed to the association and commending the Government's trade statistics, the following will serve as an illustration:

"We assure you that we appreciate these statistics very much, for they give us an index of what the combined manufacturers are doing, and incidentally a comparison with which to check up our own exports. We not only use the data in the advertising department, but find them valuable in our sales work."

One of the most widely used statistical services of the bureau is the weekly report on grain exports. In Chicago and other cereal-trade centers these bulletins are followed very closely by the boards of trade and by the individual grain brokers. Whenever these statements are delayed for any reason, the bureau's district office in Chicago receives many requests to telegraph to Washington for the information.

Figures Provide Persuasive Arguments

The experience of certain advertising solicitors proves how persuasive trade statistics can be. These solicitors, representing foreign trade papers, often encounter an attitude of apathy or opposition on the part of "prospects" whom they are endeavoring to interest. The "prospect" may say: "Why should I pay for space in a publication of this character? I can't see anything in it for me." In reply the solicitor takes from his pocket a statistical statement obtained

from the Bureau of Foreign and Domestic Commerce and begins to present some specific facts: "In 1923 American manufacturers—your competitors—sold to Great Britain \$2,739,000 worth of products in your line. To Canada they sold \$1,523,000 worth, to South Africa, \$316,000 worth. Our periodical circulates in those countries. Does that mean anything to you?" Almost invariably it does. The business man begins to show marked animation. He may buy space. It may be the beginning of an important foreign business. Statistics have provided a cogent argument.

Gauging Foreign Competition in Domestic Market

In certain respects, the statistics of imports to the United States are as valuable as those of exports. By studying them the American manufacturer can judge the extent of the foreign competition that he is being called upon to face in the domestic market. How much citrus fruit is coming in from Italy and the West Indies to compete with California products? How many watches are coming from Switzerland? How does the flow of German chemicals to this country compare with the pre-war volume? The answers to these questions are in the statistics issued by the Bureau of Foreign and Domestic Commerce—and they are answers that mean much to American producers. Trade policies are determined by these figures. How they are regarded by important industrial organizations in the United States is illustrated by the following letter from the Synthetic Organic Chemical Manufacturers' Association:

"At a meeting of the dyestuffs section of this association on May 11, 1923, the motion was unanimously and enthusiastically passed, requesting me to express to you, and to the members of your staff concerned, the deep appreciation our members feel for the remarkable service rendered the industry by the very prompt distribution to the trade of the bulletin of itemized imports of dyes through the port of New York during the month of April, 1923. We feel that a record was made through the co-operation of the chemical expert of the Tariff Commission and the office of your Chemical Division in furnishing this thoroughly itemized report for April imports on the 4th day of May."

"The information contained in these bulletins is extremely helpful in the development of our industry. May I therefore renew this expression of our appreciation of the splendid service?"

A nationally known tool manufacturer pays particular attention to the import figures which "are eagerly scanned each month as a guide in formulating our program of manufactures in the effort to further expand and complete our industry." He says: "A splendid service is given through these statements; the fact that they reach the trade so promptly makes them doubly valuable."

Apart from their value as trade builders for specific commodities, such statistics constitute the solid basis of fact on which are erected the comprehensive analyses of those experts who are concerned with more general problems. For example, the heavy flotations of foreign loans here have taught thousands of American banks and private investors to follow very closely the bureau's statistics on foreign trade and economic activities as indices of basic conditions in debtor countries.

Exporters Should Co-operate with Government

This statistical service of the Department of Commerce is a dollars-and-cents service for the practical business man—exporter, manufacturer, banker, investor. It is designed to enable him to proceed advisedly and to get results, and he himself can help the department to make the service better, if he will, by collaborating with the Government in collecting and supplying more reliable statistics.

The most serious need, in this regard, is for a more helpful attitude on the part of exporters in making out their export declarations. Since January, 1923, when a change in the method of handling export statistics was made, the department has been collecting information showing not only the value of exports to each destination, but also some sort of quantity designation. The result of this expansion has been to reveal some manifest absurdities in statistics supplied by shippers. In one instance a centering chuck lathe was reported at a value of \$3,800 and Diesel engines at \$90 each. Hundreds of similar examples might be cited.

The Government is absolutely in the hands of exporters in this matter, because the statistics are compiled from the export declarations accompanying each shipment as it passes through the export customs. A visit to any important customhouse will show that these declarations are received in such large quantities as to make it impracticable for the customs authorities to supervise and verify their accuracy in each instance. If the export declaration is inaccurate, Government statistics must suffer.

One way in which inaccuracies can creep into the declaration is through the practice of certain manufacturers who delegate the preparation of the export declaration to freight forwarders, export merchants, or others who place the task in the hands of a subordinate clerk having no accurate information regarding the commodity involved. Exporting manufacturers should take special pains to have these declarations prepared in their own offices by competent persons with the personal knowledge needed to fill in the forms accurately. Manufacturers are urged to remember that these export declarations are not a mere formality connected with clearance of export goods, but are the means whereby the business public can secure statistical information of real value to foreign sales managers. It should be remembered also that the export declaration is solely for the use of customs officials of the United States. It is treated confidentially and its contents are not revealed to anyone at home or abroad, except that the figures are used anonymously in arriving at the total exports of any given commodity or class of commodities.

FOREST RESOURCES OF THE WORLD

A comprehensive work entitled "Forest Resources of the World," consisting of two volumes of about 1,600 pages in all and containing a discussion of the general forest situation of the world and the forest resources of each country, has just been published. Questions such as those relating to forest areas, standing timber, character of ownership, character of forests, annual cut, annual growth, domestic consumption, and export trade, together with the future outlook and other important subjects, have been treated under the respective countries. It is a treatise of the utmost importance to holders of timberlands and lumber producers and will enable them to gauge the situation both in regard to the present market for their products and also in regard to the future outlook.

The authors are Messrs. Raphael Zon and William N. Sparhawk, forest economists of the Forest Service of the United States Department of Agriculture, and internationally known as experts in their line. This publication has been prepared under the authority of the Secretary of Agriculture of the United States.

JAPANESE EARTHQUAKE MEANS READY MARKET FOR ALL AMERICAN LUMBER FOR NEXT YEAR

Firmness in the fir lumber market induced by demands in reconstructing ruined Japanese cities caused a refusal of the West Coast mills to accept forward shipments, and approximately 30,000,000 feet were declined in a single half-day, according to report recently sent out from Seattle, Washington. The report says: "While the mills announced a policy of regression on lumber prices, the demand from all sources became very urgent. It is clear to mills and wholesalers that a ready market for at least two years for all the lumber, including sizes usually carried by retail yards, has now been found and prices of all assortments are rapidly growing stronger."

"Commercially, Japan has bought only rough lumber in large, medium and 'baby' squares, owing to the import duty on piece stock. West Coast manufacturers have advised the local Japanese Consul that if they are to come to the relief of the stricken cities in their efforts at housing, the import duty on sawed lumber, boards and shiplap and rough and surfaced dimension must immediately be abrogated."

"This, Consul C. Ohasi says, probably will be done. Should such action be taken there is no force in sight that could prevent the market from responding in an upward direction, and every item used in the American trade, with the possible exception of slash and vertical grain uppers, would move at higher prices."

"Speculators have projected themselves into the field, and had the mills accepted all the business offered in three days their product would have been sold out solid for six months. The announced policy of the mills in quoting only on the basis of demand and movement will mean but little, as there are today a dozen buyers for every thousand feet of lumber cut for the market."

DEVELOPS EXPORT HANDLE TRADE

The James J. Stice Handle Mfg. Company, Fayetteville, Ark., has developed considerable export demand for its handle products. Recently there were 662 dozen handles shipped from the plant to Gulf ports for export, most of them going to Latin-American nations.

THE IMPORTANCE OF FOREIGN TRADE

To emphasize the importance of foreign trade in the daily life of every American, the National Foreign Trade Council has just published a study of "Our Imports and Who Use Them."

"The magic of foreign trade, which brings to your doorstep the products of distant lands, is too often overlooked," says O. K. Davis, secretary of the Council, in commenting on this new research. "The dependence of the average American on imported materials is a revelation to those who have never given the matter any thought."

"Taking an ordinary day in your life, the influence of imported materials begins early. As soon as you get up in the morning, the geni of foreign trade begin to minister to your needs and conveniences. The East Indies have contributed their vegetable oils to your bath soap and shaving cream; your sponge is either a plant growth from the tropical waters of the Caribbean or the modern imitation made of rubber from Sumatra and Brazil. You brush your teeth with fine bristles from the Far East, and smooth your hair with long, vigorous bristles from China and England."

"Proceeding to dress, you call upon all parts of the world for your personal adornment. Silk worms in Japan and China may have contributed to your hosiery, shirt and tie; imported wool enters into much of your outer clothing; your shoes are built up of material of all parts of the globe; your garters and suspenders owe their elasticity to the rubber plantation of Sumatra, while your white linen collar and your linen handkerchief are made of flax from Ireland, Canada, Belgium and the Netherlands."

"Hurrying down to breakfast, you find either coffee from Brazil, tea from the Far East, or cocoa from tropical countries. To sweeten these beverages you use sugar from Cuba and the tropics. Your breakfast china contains English clay, the glasses are wrought from foreign substances, and the knives, forks and spoons may contain imported aluminum and tin. You may start the meal with a banana from Honduras or a grape fruit from Cuba."

"Leaving your house, you walk over asphalt from Trinidad and take a train, the safety of which depends on air-brake hosing made of imported rubber. You may be lightening your travels by walking on rubber heels, and if the day is wet, wearing rubber overshoes and a rain coat. As you look over the morning news, you puff contentedly on a French briar pipe with a stem of hard rubber."

"You reach your office and sit down at a desk of mahogany. On the desk are to be found pencils tipped with imported rubber set in a tin holder. The finger grip of your pen is of cork from Spain, or of rubber. The telephone and the dictaphone use imported asphalt, carbon, flax, mica, platinum, nickel, rubber, shellac, silk and tin in their construction. The typewriter in the office, and other pieces of office machinery, contain many kinds of alloy steels, often coated with nickel."

"At the end of the day you pick up your hat, which is made either of straw braids from the Far East, or of fur from all parts of the world. Lighting a cigarette of Turkish or Egyptian tobacco, you buy an evening newspaper, made of Canadian wood pulp, and start for home."

"That night, when you sit down for dinner, perhaps at a mahogany table covered with a linen cloth made from imported flax, you will partake of a meal flavored with foreign spices and sweetened with imported sugar, and when that meal is over you will take a Cuban cigar from the humid room on the table. Finally, when the evening draws to a close, you will go to sleep wrapped up in one more product of our import trade—soft linen sheets."

DOMESTIC AND FOREIGN CONSUMPTION OF PORK PRODUCTS IS HEAVY

Report of the packing industry is to the effect that the public is eating more beef, and commercial and industrial life is more active.

Further increased receipts of hogs have put a damper on price advances. Outside buying has waned at least temporarily and best light hogs are topping only slightly above \$9. Domestic and foreign consumption of pork products continue unusually heavy.

PACKING PLANT HAS BIG FIRE

Damage estimated at \$250,000 was caused recently by a fire which destroyed the main buildings of the Swift Canadian Packing Plant at Sapperton, B. C. Large vats of boiling lard fell from the third floor to the hide room, where a large stock of meat was consumed by the flames. Two hundred head of cattle were saved.

ALL BUSINESS IS A CO-OPERATIVE AFFAIR

Trying to get something for nothing is putting a strain on the moral values which stand back of the wealth of the nation, asserted J. H. Tregoe, secretary-treasurer of the National Association of Credit Men, speaking, October 23d, at the quarterly meeting of the Philadelphia Association of Credit Men.

"Although business is a social function and not a private institution," the speaker said, "flagrant disregard of the laws of business is responsible in the fields of credit alone for the waste of several hundred million annually in bad debts. Added to this are vast losses yearly because of fires, wasteful methods and defective administration."

"The private obligation can not be squarely met if we seek only what benefits ourselves alone and have no regard for the rights of others. The laborer in business should have an interest in the business and not hamper its movement or its progress by making excessive demands."

At the Credit Interchange Bureau meeting in the afternoon it developed that the average number of daily reports issued to credit interchange users declined during September for the first time in three years. This was brought out in discussion of a paper by Freas Brown Snyder, of the Suburban Title and Trust Company.

In a paper on credit interchange reports and their value to the credit men, L. J. Lancot, of Walter M. Steppacher & Bro., predicted that the time will come when credit men will become independent of outside agencies which are utilized today.

J. W. Hallman, of the Sun Oil Company, Philadelphia, advocated the clearance of specific information concerning accounts showing highest amount sold, amount owing, amount past due and other details as well as definite information as to how accounts are meeting obligations.

STRAWBERRY GROWERS SET EXAMPLE IN CO-OPERATION

The Cape Cod Strawberry Growers' Association they call themselves, this band of 100 Portuguese farmers, who are working out their economic freedom through co-operative marketing. The members can neither read nor write English, yet they understand the true principles of co-operation, the United States Department of Agriculture says.

Here is the record made by these Portuguese farmers: In 1916 the association marketed approximately 800,000 quarts of berries at a gross value of \$49,000. The next year their output was only 334,000 quarts, but the gross price received was \$38,000. In 1921 the return for 569,000 quarts was \$128,000, or nearly 200 per cent. more than was received for a larger crop in 1916. This year the crop was 1,045,000 quarts and the gross return \$133,000.

The secret of success of the association is a high quality product, carefully graded and packed. Each day's shipments are pooled and sent to Boston on consignment. A demand has been created that takes practically all the berries the association can market.

CEMENT MANUFACTURERS' ASSOCIATION A TRUST—MUST DISSOLVE

The dissolution of the Cement Manufacturers' Association, on the ground that it was a trust, was ordered by Judge Knox, in United States District Court, New York, October 23d, in the suit brought by the government. Judge Knox extended the dissolution to include the association and all its corporate and individual members.

Judge Knox further ordered the so-called trust to discontinue the practice of interchanging statistics regarding production and granted all other decrees sought by the government.

2,000 CARS TO MOVE APPLES

From October 13th to October 23d the Merchants' Dispatch Transportation Company, New York, which recently acquired all refrigerator cars on the New York Central Railroad, sent 600 cars to assist apple-growers of the Yakima Valley and Spokane territory in moving their crop to the eastern market. A total of 1,400 more refrigerator cars is to be sent to the same territory before the close of the crop movement.

STAVE COMPANY HAS FIRE

The boiler room at the Wilson stave mill, Lake Village, Ark., was recently destroyed by a fire of unknown origin. The loss was placed at several thousands of dollars, partially covered by insurance.

BARREL DEMAND FOR SEED POTATOES SHOULD GROW

The average seed-potato grower does not fully appreciate the importance of using every means to prevent injury to the tubers from rough handling during the process of harvesting and storing, says the United States Department of Agriculture. Mechanical injuries to a tuber are sources for the entrance of infection which rapidly spreads to other tubers which come in contact with the injured one. If the crop is grown on land which contains small stones the tubers are almost certain to be more severely injured than when grown in a sandy loam soil. Hand digging is not always feasible, but it is believed that where small stones abound in the soil it will be desirable to harvest the home seed plat by hand. Much injury will be avoided if the seed stock designed for planting the field plat for the ensuing year is picked directly into crates in which it is allowed to remain throughout the storage period.

Storage conditions necessary to insure vigorous seed at planting time are more easily provided in the North than in the South. In the former region a well-constructed cellar, pit, or cave serves reasonably well. The main thing is to keep the room temperature sufficiently low to retard germination. The ideal seed tuber is one which has not wasted any of its stored-up energy by excessive loss through sprouting. It should be firm with the first sprouts just showing. Such tubers can be depended upon, if suitable conditions prevail, to start quickly when planted and to make a vigorous growth.

The general practice among southern growers of securing seed from the North involves, in the absence of suitable storage conditions, one of two things: Either getting the seed potatoes late in the fall and holding them over in dugouts, pits, or cellars, with consequent sprouting before planting, or the risk of having the seed chilled, frozen, or overheated while in transit in midwinter. In the opinion of department authorities, the greatest need of the large southern truck grower at present is that of suitable storage facilities for handling fall shipments of seed potatoes. This would do away with the risk of midwinter shipment and enable them to buy seed in the fall when the price is usually much below that of later shipments.

WILL REBUILD BURNED PLANT

The Gadsden Cooperage Co., Gadsden, Ala., has tentative plans for rebuilding its power house and portion of its plant, recently destroyed by fire, with loss estimated at \$45,000, including equipment.

BARREL WAREHOUSE BURNS

Three buildings at 14 Ward Street, Somerville, Mass., owned by Samuel Stern, a dealer in second-hand barrels, were damaged by fire early this morning. A horse owned by Stern, stabled in a shed in the rear of the premises, was rescued by the police. The cause of the fire was not determined. The damage amounts to about \$2,500.

FARMERS AND RADIO

Reports to the United States Department of Agriculture from county agricultural agents estimate that there are approximately 40,000 radio receiving sets on farms in 780 counties. This is an average of 51 sets per county for those reporting. The county agents' estimates cover every State. These farmers are receiving federal weather forecasts, crop reports and market quotations, together with agricultural news in the form of "agriograms" and talks on various phases of work in the Department of Agriculture, broadcast from co-operating commercial stations.

THE WESTERN STATES CONTAIN MORE THAN HALF OF ALL SAW TIMBER IN THE COUNTRY

The largest remaining supply of softwood timber in the United States is in the three States of Washington, Oregon and California, which contain more than half of all the saw timber in the country and more than two-thirds of the nation's entire supply of coniferous woods, according to the United States Department of Agriculture. Including the coastal forests of southern Alaska, this Pacific coast region is credited with 1,214 billion board feet, nearly half of which is Douglas fir, followed by western yellow pine, western hemlock, the true firs of several species, California redwood, spruce, western cedar and sugar pine. The amount of timber in these three States too small for lumber manufacture probably aggregates 400,000,000 cords.

INQUIRY BEING MADE AS TO REASON FOR LOW HOG PRICES

Late report from Washington is to the effect that investigation as to whether or not the prevailing low prices for hogs are the result of undue influences is being made by Secretary Wallace.

Over a period of fifty years, the Secretary has found the value of 100 pounds of hogs has been approximately the equivalent of eleven bushels of No. 2 corn at Chicago prices, but the price has fallen to such an extent as compared with the rising prices of corn, that the corn-hog ratio at present is much out of line with normal.

Hogs closed October 20th around \$7 per 100 pounds for the average of bulk of sales, while corn closed the same date at \$1.07 a bushel. The low price of hogs for the year was \$6.65 for the week June 11th-16th when corn sold at 84 cents. There was a gradual increase in prices until the week of September 10th-15th, when the average packer and shipper purchase was \$8.56. Corn sold that week at an average of 89 cents.

In the last month hog prices have declined more than \$1.50 per hundredweight, while the price of corn has increased 27 cents a bushel.

CARE IN PLANT MANAGEMENT LEADING FACTOR IN FIRE PREVENTION

Additional means of cutting down the hazards of fire was sought by the First International Fire Prevention Congress, which met at New York, October 8th-13th. The movement is the outgrowth of the educational work being carried on by various industrial agencies to prevent fires and allied disasters. One important phase of the work under discussion at the New York meeting was that of dust explosions and the work which the United States Department of Agriculture is doing in developing prevention methods.

Estimates indicate that over 21,000 establishments, manufacturing products with an annual value of more than \$6,750,000,000, are subject to the hazards of dust explosions and fires unless proper precautionary measures are adopted. Practically every "dusty" industry is subject to such losses. Industrial plant dusts do not explode in the same manner as dynamite, gunpowder, and other high explosives; they explode in the same way as gas or inflammable vapors, owing to the fact that they are nothing more than suspended dust clouds, mixed in the right proportions with air, burning at a very rapid rate. Records of approximately 250 explosions of this character have been obtained by the Bureau of Chemistry, United States Department of Agriculture, in its dust explosion prevention work. The average property loss for each explosion was approximately \$257,000, while the loss of life has often been great. Owing to the nature of dust explosions, they are usually followed by fires which cause extensive damage not only to the plants concerned but to surrounding property as well.

There are several ways of cutting down the danger from dust explosions, says D. J. Price, engineer in charge of development work, who is carrying on the dust explosion prevention work for the Department of Agriculture. The first is through care in factory management. Since the various industries present problems of an individual nature in dealing with dust explosion hazards, trade organizations and associations can play an important part in educating their members as to correct methods. Second, all possible safety measures should be used in the installation of mechanical and electrical equipment. Faulty installation is frequently the cause of serious explosions. Special studies of plant conditions by safety committees or similar agencies form the best basis for dust explosion prevention work.

OCTOBER, 1923, CAR-LOADINGS GREATER THAN A YEAR AGO

Railroads loaded 1,084,458 cars with revenue freight during the week ending October 23d, or 4,768 cars more than were loaded the week before.

The car service division of the American Railway Association, which reported the October 23d total, commented that, though below those of other weeks earlier in the year, which has so far shown a record-breaking volume of traffic, it was still far above the loadings of corresponding October weeks in previous years.

The total was 114,871 cars above the same week in October, 1922, and 173,929 cars above the same week of October, 1921.

NEW CRATE PLANT

The Wildwood Crate & Ice Co., Wildwood, Fla., has been organized with a capital stock of \$80,000. The company is establishing a plant for the manufacture of crates and boxes and also an ice plant. Officers are as follows: W. D. Watkins, president; F. E. O'Brien, vice-president; and J. M. Sikes, secretary and treasurer.

FRANK J. HAUBER

It is with genuine regret that we record the passing of one of THE JOURNAL's oldest friends, Mr. Frank J. Hauber, owner and manager of the well and widely known Hauber Cooperage Company, Kansas City, Kansas.

Mr. Hauber died at his home in Kansas City, September 26th last, after an illness of three months.

Mr. Hauber was born in Marysville, Canada. When a small child, his parents moved to Buffalo, N. Y., and later to Cleveland, Ohio. It was in the latter city that he learned the cooperage trade from his father. Believing that the West held greater opportunities, the family decided to settle in Lawrence, Kansas, where in 1878 the Hauber Cooperage Co. was established, which business has since grown and flourished, despite numerous heavy losses through floods and fires. In 1903 Mr. Hauber moved his family to Kansas City, at which point their activities were centered. Since that time he has been assisted in the active management by five sons and a daughter.

Surviving Mr. Hauber are his widow, Mrs. Barbara E. Hauber, and twelve children—nine sons and three daughters—to each and all of whom sincerest sympathy is extended in the bereavement that has come to them and the loss they have sustained.

Well grounded in affairs cooperage, there is no doubt but that the Hauber Cooperage Co. will go on increasing in business success and trade prosperity through the efficient management and direction of those of Mr. Hauber's children who have been actively engaged with him so long in carrying on the activities of the company.

THE PASSING OF C. F. PETTY

Delayed though it was, the announcement of the death of C. F. Petty, founder and president of the C. F. Petty Stave and Lumber Company, Gibsland, La., brought a distinct shock of regret and a sense of real loss to the cooperage trade.

Mr. Petty was born at Bastrap, Texas, August 30, 1853, and died on June 19, 1923, at the home of his daughter, Mrs. E. W. Merritt, at Gibsland, La., being buried at Bastrap, Texas, his old home.

Mr. Petty moved to Louisiana in 1890, was engaged in the lumber business until 1907; organized the C. F. Petty Stave Co. at Nelson, La., in 1908, and in 1912 he organized the C. F. Petty Stave and Lumber Co. and was its president until his death.

Mr. Petty accumulated quite a lot of interest in Texas, Louisiana and Arkansas.

STAVE COMPANY INCORPORATES

The American Stave Manufacturing Company has filed articles of incorporation at Baton Rouge, La., the capital stock being \$5,000. The company has its offices in New Orleans.

LOUISVILLE COOPERAGE CO. BUYS TIMBER LAND TRACT

The Louisville Cooperage Company, Louisville, Ky., and operating a stave mill near Ulvah, Ky., has closed a deal for the purchase of a large tract of white oak timber in southern Letcher County. The logs will be brought to the plant at Ulvah for manufacture into tight barrel staves.

OREGON AND WASHINGTON WILL HAVE RECORD CRANBERRY CROPS

Report from Portland, Ore., advises that this season's crop of cranberries from the lower Columbia River district in Oregon and Washington will be 40,000 bushels—a record.

SUGAR BEET CROP IS RECORD BREAKER

A record-breaking crop of sugar beets is in prospect in northwestern Ohio counties, according to officials of the Continental Sugar Company, Findlay, Ohio.

PAINT PIGMENT PLANT FOR CANTON, OHIO

The New Jersey Zinc Company, Canton, Ohio, will erect a plant at Tiltonville to make lithopone, a pigment for paint and linoleum manufacture.

DECLARES FARMERS CAN CONTROL SIZE OF CROPS

C. J. West, agricultural statistician for Ohio, speaking October 22d at Indianapolis, Ind., at the opening session of a three-day conference of crop estimators, declared use by farmers of the information provided by the government would prevent overabundance of certain crops in some years and scant production in other years.

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LATE APPLE CROP ESTIMATES DO NOT SEPARATE BARRELED STOCK FROM CULLS

Published statements from the various crop reporting agencies seem to agree on a smaller agricultural estimate of apples in the United States than last year, but on a small increase in the strictly commercial crop, according to a bulletin issued September 12th by William P. Massey, secretary of the Virginia State Horticultural Society, Winchester, Va.

"Growers must bear in mind," the statement says, "that the crop estimate is based on visible fruit now on the trees, and does not attempt to separate the barreled stock from the culls, so that the actual competitive output to be sold as packed fruit may run considerably under the crop figures as given now."

The society's bulletin says: "There is no particular outstanding feature in the apple prospects of any of the producing States this year, each section having a good quota of fruit without abnormal quality conditions. The Baldwin variety is reported as being rather scabby in Western New York, however, while the Virginia crop of all varieties is particularly clean and free from defects."

In commenting on market conditions, Mr. Massey says: "The usual early fall demand for winter apples by speculators has so far not come to a head, and but few sales have been made. In fact, buyers and growers have not yet come to a common ground as regards variety and prices, and values have not been established. There seems to be a firm stand by growers' associations and by individuals, to ask for Virginia apples around \$3.50 per barrel for the best packs of 2½-inch minimum York Imperials. A few sales of Albemarle Pippins have been reported at \$6, and there seems to be an excellent demand for this variety. One sale of Winesaps has been reported at \$6 and 2½-inch minimum pack, and a few sales of 2½-inch minimum are said to have been made at \$4.50. Grimes and Jonathan are offered by some growers at \$4.50 for 2½-inch minimum pack, but not much activity has been shown. Ben Davis promises a heavy crop, not only in Virginia, but in all other sections where grown, and very little movement has taken place in this variety. A few sales of Bens are reported at \$2.50 in connection with the

sale of other varieties, but buyers have shown no interest in taking over large blocks of them. Several crops of Bonums have been moved at around an average of \$5.25 for 2½-inch minimum pack.

"The export outlook looks promising for early shipments. The British fruit crop is small and of poor quality, and there should be an excellent market for Virginia apples throughout England if arriving before the heavy rush of export shipments."

APPLE GROWERS WILL PROLONG PACKING SEASON TO GIVE FAIR-PRICE BARREL MANUFACTURERS OPPORTUNITY TO HANDLE ORDERS

Report from Winchester, Va., under date of October 14th, says: "Apple growers of the Winchester district are complaining that certain firms manufacturing barrels are taking advantage of the present scarcity of barrels and charging what they claim are excessive prices. Some barrel manufacturers are asking 90 cents, which, it is claimed by growers, is not warranted by the cost of material or labor. Others are charging 75 cents."

"Many of the large growers said today that they intended to prolong the packing season as long as possible in order to allow manufacturers charging less than 80 and 90 cents to catch up with their orders. These harrel makers are operating a number of plants in the Winchester district day and night. The shortage is said to have been caused by the unexpected size of the apple crop in Frederick County."

NEW APPLE VARIETY ACCIDENTALLY DISCOVERED

The pruning shears of Lewis Mood, Ferrell, N. J., spared a branch while he was trimming his apple orchard several years ago. By one of those rare tricks of nature that particular branch bore apples different from those on the rest of the tree.

Recently leading horticulturists from fifteen States closely inspected the apple and declared that Mr. Mood had accidentally discovered a new variety. The parent tree bears apples striped red and green. The new apples which developed on a single branch are a deep red

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MOBILE, ALABAMA

and have no stripes. The visiting horticulturists found the tree in a big wire cage erected a year ago to protect it after a large nursery company paid him \$5,000 for the single branch bearing the new fruit.

Fruit experts said there is no question that a most promising new variety of apple has been discovered. As this apple is to be further tested out the public will learn little about it for another year or two. It has not yet been given a name.

CANDY BUSINESS 25 PER CENT. IN ADVANCE OF LAST YEAR

Candy manufacturers report excellent business, and with sales running ahead of last year by about 25 per cent., some factories are working to capacity. Leaders in the business say more Americans can afford to spend money now than at any former period, and the fact that they are spending it more freely for confections is expected to make this one of the best seasons known in the candy business.

Road men began two months ago to take orders for the Christmas trade, and these have been coming in steadily ever since. A big increase in sales is noted on the Pacific Coast, and especially in the Los Angeles district. Philadelphia shipments are being made to the West in refrigerating cars, which aids in returning cars quickly for further shipments of fruit to the East. Large quantities are also going through the Panama Canal in ships with refrigerator space.

Prices are the same as last year except for a few items that have receded. Manufacturers have been inclined to absorb the advance in sugar. The cocoa market this season has been satisfactory, of good quality, and fair price, and there has been no speculation. Manufacturers report labor conditions are not altogether satisfactory. They say they are in competition with telephone companies and publishers for the class of workers they need.

Some of the larger manufacturers are standardizing their products by placing certain confections in certain sized boxes of various styles and designs and making these familiar to the consumer by national advertising. One of this season's novelties for the Christmas trade is a cigar humidor holding a three-pound box of candy.

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Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
Turners, Greenwood, Trevor, Gerlach, Oram, Rochester.
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Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—also optional with purchaser. Additional heads furnished at nominal cost. Head changes made in 10 minutes.

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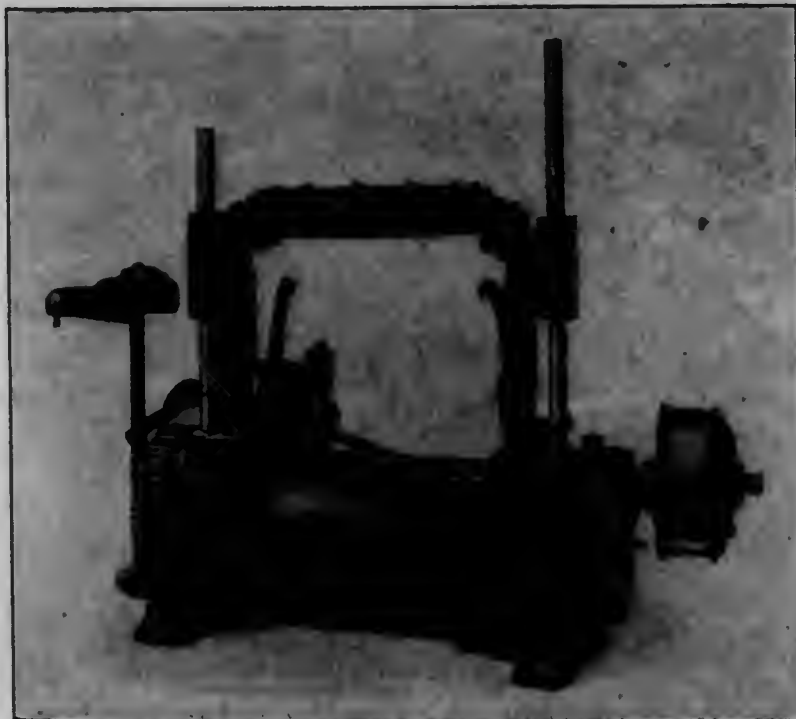
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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 39

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Philadelphia, December, 1923

Entered as Second-Class Matter at
the Post-Office in Philadelphia, Pa.

No. 8

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Our 27th Year

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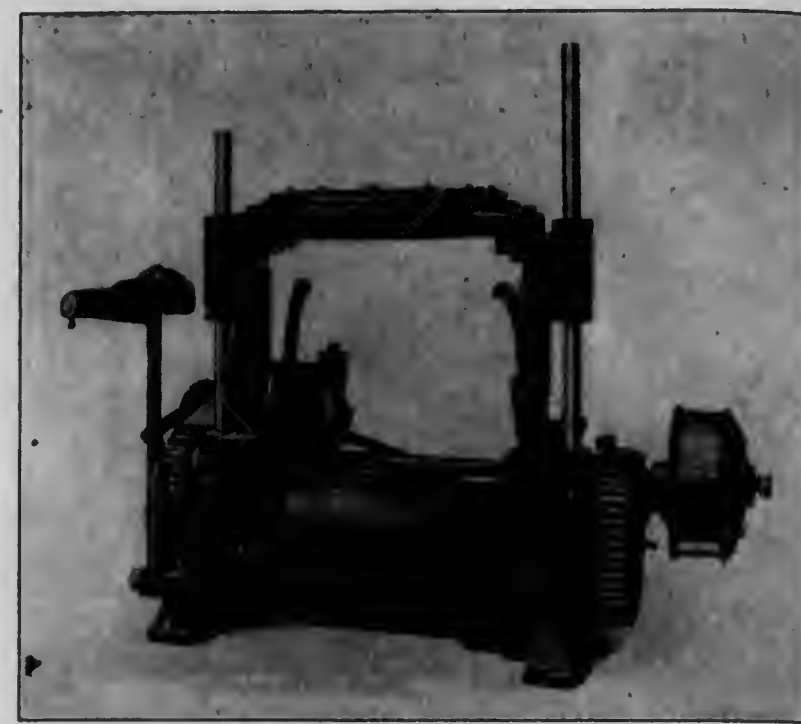
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barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with. Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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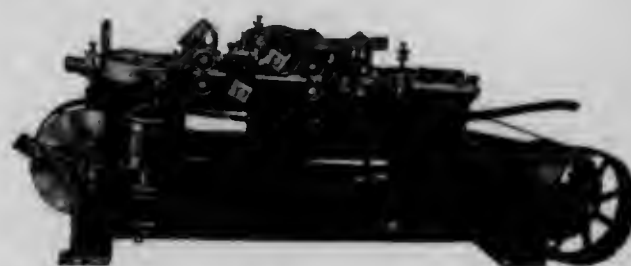
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and

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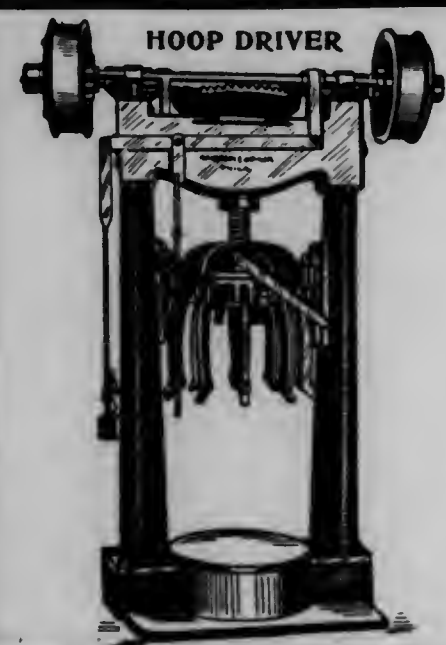
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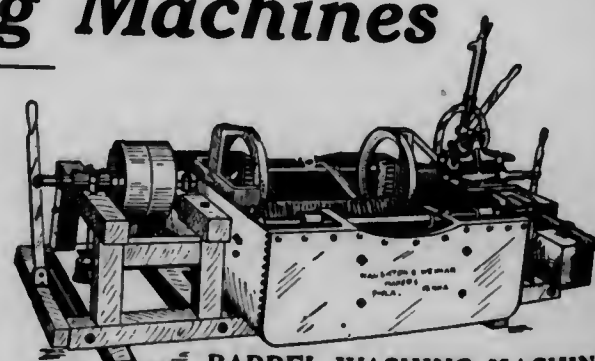
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Cars Straight, Matched or Mixed

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standard Slack Barrel

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STAVES

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of the consumer is the
foundation upon which
our business is built.
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— manufacturing and
marketing — is dedicated
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"Superior
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**STAVES
HOOPS
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The National Coopers' Journal

PHILADELPHIA, DECEMBER, 1923

\$2.00 PER YEAR
VOL. XXXIX, No. 8.

New Orleans Reports On Kind of Barrel That Will Catch Business of the Sweet Potato Trade

The value of the sweet potato industry as a possible outlet for cooperage has been frequently commented upon, but nothing practical has been attempted by the coopers. Let us get down to business and be more specific.

Cotton Fields Being Planted with "Yams"

In the parish of St. Landry, where living conditions are the best and transportation facilities are all that could be desired, the cotton crop has suffered so much from the weevil that many farmers have given up the unequal struggle with the pest and have planted their old cotton fields in yams. The leader in this movement is J. F. Dezauche, who has adapted a certain fine variety of Porto Rican yams to the soil and climatic conditions of the parish. The enterprise was successful and Mr. Dezauche did not keep his success to himself, but shared it freely with his neighbors, supplying them with seed plants and giving them the full benefit of his experience until hundreds of farmers there are now specializing on that particular variety of yams.

Dry Kilning Sweet Potatoes

There are dozens of small yam dry kilns scattered about over the parish and Mr. Dezauche has a large kiln at Opelousas, the parish seat. These kilns are designed to drive the water out of the yams and increase their keeping qualities.

"Family Size" Packages Are Used for Shipping

These Opelousans have done more than merely improve their product. They have let the world know that they have a fine article to sell and have opened new markets for their crops. The unprogressive old timers have been content with any kind of market and have shipped in bulk, in sacks, or in any old way that occurred to them, but these men have adopted modern methods. They have combined their products and developed a family trade, shipping their yams in "family size" packages of one bushel each. These "family packages" are shipped to nearly every State in the Union, even so far away as Oregon, where people are generally supposed to raise their own yams, though they call them sweet potatoes out there.

The industry is united and well organized, the growers of the county, or parish, as we say in Louisiana, operating practically as one firm. Mr. Dezauche provides the packages, buying crates knocked down, in carload lots from Hammond, La., ordering from 30,000 to 50,000 at a time, and sometimes having trouble in obtaining the quantity desired.

The Sweet Potato Trade Is Open to the Barrel; Who Will Go After It?

When cheap men offer cheap products at prices scarcely higher than the cost of production, they want cheap packages. Quality is nothing to them, and selling them a barrel would be about as easy as selling them an elephant, but when high class men sell high grade, highly specialized products to a highly discriminating trade they need the best packages available. The reason Opelousans do not use barrels is that they have never had an opportunity to buy them, and the value of the barrel has never been put before them in the right light. Let some cooper, as advanced as these gentlemen are, who knows how to talk business to business men, go after their package business.

The Kind of Barrel the Trade Needs

The package they need for their family trade is something like the one-third barrel, as described in the circular of the Bureau of Standards, No. 71, as follows:
Effective diameter of head 11½"
Distance between heads 18"
Circumference of bulge, outside measure... 45¼"
This is a legal, standard package and holds about one bushel. Figure out your costs and go after the business.

Barrel Demand Suffers Through Troubles That Have Befallen Sugar Trade

There was a considerable demand for sugar barrels, then the longshoremen's strike made deliveries of raw

sugars impossible, and the big refineries were forced to close down. By the time the strike was settled and the grinding of domestic cane had well commenced, the unsettled state of the sugar market gave the sugar men so much trouble that they had no time to choose their packages, and, getting it "in the neck" on all sides, were willing to ship their products in any old container that presented itself.

Uncertain what they could obtain for their product, they gave precedence to the cheaper grades of sugar and are putting it up in the cheapest packages, regardless of the quality.

First-Class Sugar Demands First-Class Package

Early in the season there was every prospect that the sugar barrel would stage a comeback this year, but the uncertainties of the sugar business have postponed that return, and he would be a bold prophet who would say when it would really take place. But one thing is certain, and that is that when market conditions will permit the sugar mills to make a first-class grade of sugar they will demand a first-class package, then the sugar barrel will return to favor.

Sugar Barrels as Second-Hand Packages Have Diversified Sale

Most of the sugar that is now being barreled is sold to bakers, confectioners and the soft drink people. These consumers sell their used packages to the local coopers, who peddle them out to be used as containers for articles ranging from dry batteries and automobile parts to scrap iron, the price ranging somewhere near thirty cents per barrel. Some of the barrels are sold to the smaller shippers of vegetables, but not many, as the sugar barrel size is not popular for vegetables, though most truckers will welcome an occasional lot of used flour barrels.

Will Extend the Distribution of Louisiana Sugars

Even the great American Sugar Refinery has been using but few barrels lately, but the prospect is good for a greater activity in the future. Maurice Murphy, late head of the Chicago sales office, is now head of the sales office in New Orleans. Mr. Murphy is expected to widen the territory supplied by this plant, and extend the distribution of Louisiana sugars, and if he lives up to his reputation for push and enterprise he will see that a larger proportion of the refinery's output goes into barrels.

Serious Disaster at Vida Sugar Mills

Just at this moment the sugar men are suffering from the shock of an unexpected disaster. On the afternoon of November 21st one of the boilers in the power plant of the Vida sugar mill, eight miles from New Iberia, exploded. The first blast was followed by a heavier blast, as the other five boilers let go at once. The main building, three stories in height and heavily built of concrete, brick and steel, together with an acre of lesser buildings and sheds, were almost completely demolished, and the hundred people in the plant involved in a tempest of flying debris and escaping steam. Twelve were killed, fifteen seriously injured, and at least thirty others received lesser injuries.

Among the killed were General Manager Oscar Broussard, 68 years old, and Assistant Manager Sidney Broussard. Both these gentlemen were close relatives of United States Senator Edwin S. Broussard, and were well known to the cooperage people who cater to that territory.

Some Demand for Oyster Barrels

The fish shipping season is slack and will be for some time to come, but in certain localities there is some demand for oyster barrels.

What the Stock Calls Will Be Before Christmas

The shops being loaded to capacity there is but little call on the mills for stock, but the calls for straight and matched car lots to be delivered by return mail will be going in before Christmas.

Members Attending Semi-Annual Convention Missed Seeing the New Orleans Cooperage Trade Really Busy

If the members of The Associated Cooperage Industries of America wanted to see some tangible evidence of the big business in their line that is done in New Orleans they could scarcely have chosen a more unpropitious time for their visit than the time chosen for their semi-annual convention. For weeks, during a time when few barrels were being used, the coopers had been busy preparing for the rush season, laying in supplies of stock and making barrels to have them in readiness for the opening of the vegetable barrel trade.

That business should have opened about the second week in November, and normally the delegates to the convention would have found every shop in the town filling rush orders. However, the trade is like a spoiled child, and will not show off to advantage before company.

Mild Weather Has Held Up Produce Barrel Trade

The weather this fall has been so mild that the demand for southern produce has been deferred, and the shippers here have followed their usual practice and held off ordering their packages until the last moment, so there has been no immediate demand for the piles of barrels that clog up all available space in New Orleans shops, and the visitors found the coopers simply marking time and talking about what they would do in the future. This was bound to make a poor impression on the visitors, but when the first real blizzard strikes Chicago the taste of sleet and snow will give the northern consumers an appetite for green vegetables, and Louisiana and Mississippi garden truck will move northward by the trainload. Then the New Orleans coopers will be called on to wake early and make and deliver a week's output in the morning before breakfast. That is the way of the world, or, at least, it is the way of New Orleans.

FOREST PRODUCTS RECEIPTS THROUGH NEW BASIN CANAL SHOW IMPROVEMENT

Receipts of forest products through the New Basin canal from October 15th to October 30th were heavier than for some months, especially in lumber and cordwood. Lumber receipts amounted to 1,649,000 feet, while 494 cords of cordwood were also received. Naval stores receipts amounted to 120 barrels of rosin and 37 casks of turpentine. Lath and shingle receipts were light, 36,000 pieces of lath and 22,000 shingles being the sum total. Two schooners from the Amite River territory, brought in 840 ties. Charcoal receipts amounted to 9,250 barrels, the largest receipts in some months. One schooner brought 2,600 barrels from Wolf River and two schooners from Pascagoula brought in 6,600 barrels.

GREECE IS TESTING AMERICAN CEMENT

Consul Leland B. Morris reporting recently from Saloniki, Greece, says: "Under the Grecian customs regulations which have recently become effective, allowing the free importation of building materials to be used in the reconstruction of the portion of the city burned in 1917, a trial order of American cement has arrived. This cement was sold by the importer at a lower price than cement prepared in Greece. If consumers are satisfied with the quality, it is possible that a permanent market will be developed, unless exchange conditions again become so unfavorable as to prohibit buying in foreign markets and materials which are produced locally.

USING WASTE FOR FUEL

The industries in and around Sparta, Ga., are using wood waste principally for fuel. The lumber and woodworking plants use their own waste for fuel and the remainder is being disposed of to other industries at a fair profit. As a result of this use of wood waste but few of these other industries have been compelled to purchase coal at any time within the last four years. The city light and water plants have been working day and night on no other fuel but wood waste, no other fuel having been purchased by the city. According to report, the saving to the city has been enormous.

Louisville Reports Business is Humming in Slack Lines, While Tight Trade is Feeling Good Over Excellent Outlook for Stock and Barrel Demand

The cooperage trade is feeling rather good just now due to excellent general conditions throughout the country, and good general business, which means that, while present tight barrel consumption is not large, it will come later. The tight barrel manufacturers since the middle of October have been finding things quite dull, there being no especial activity in any consuming lines. However, manufacturers have been accumulating good stocks of staves and heading in the South; the barrel plants have accumulated good stocks of finished or semi-finished material and have fair stocks of made-up packages on hand, ready to ship when demand does develop.

Present Slack Trade Better Than in Two Years

In the slack cooperage business, things have been humming, and volume has been better than at any previous time in the past two or three years. The apple trade has been good this season, while the flour mills are busy. With the cotton market at thirty-five cents, the South feels quite prosperous, regardless of the fact that many growers did not have large yields and sold early at considerably under the present market value.

Millers Have Increased Call for Flour in Wood

Millers are getting a good flour trade and a better business in wooden packing. One of the large local flour mills reported on November 1st that it had unfilled orders in its files for 113,000 barrels of flour, as against 65,000 at this time last year. Then there is a large turkey crop in the State and the poultry killing plants have been busy dressing turkeys and poultry for the eastern markets, making car lot shipments in slack barrels. Louisville poultry packers have been using used barrels to a considerable extent, but the large country packers have been buying new packages.

Stock and Barrel Prices Remain Steady

The slack barrel trade is well satisfied and it is merely a question of how long business will continue as good as it now is. Prices have continued steady on stock and finished packages and production costs are about holding their own, with the result that the trade is feeling very good.

Tight Barrel Manufacturers Are Playing Safe

The tight barrel manufacturers are anticipating the fall business. At present they are running part time in barrel plants, and most of them are sitting steady awaiting a better market, rather than attempting any price cutting, which either would not develop business, or which would stock up consumers in advance on cheap cooperage and thus keep these same buyers from paying reasonable prices later on when they need barrels.

The Tight Barrel Price Market

Tight packages are quoted on the Louisville market at the same figures as have been in effect over the past several weeks, with the exception that any manufacturer would be willing to shade a little in order to secure a really good order. The prevailing feeling is that cutting quotations would not develop any business, just merely weaken the market at a time when there is a general lack of demand; although it was further ascertained that on actual inquiries, some shading could and would be done. Local quotations show the market November 21st to be:

Gallons	Red Oak	White Oak	Spirit	Charred Spirit
One	.....\$ .65	\$.70	\$1.00	\$1.15
Two	..... .75	.80	1.15	1.30
Three	..... .85	.90	1.30	1.45
Five	..... 1.25	1.35	2.10	2.35
Ten	..... 1.60	1.70	2.35	2.60
Fifteen	..... 1.75	1.85	2.60	2.85
Twenty	..... 1.90	2.00	2.95	3.20
Twenty-five	..... 2.05	2.15	3.20	3.45
Thirty	..... 2.20	2.30	3.50	3.75
Forty-five-fifty	..... 2.70	2.85	5.00	5.50
Gum barrels	..... 2.35	.....	.....	.....

The Slack Barrel Price Market

In slack barrels the market has remained firm over the month. Flour barrels are quoted at 80c-85c; half-barrels, 60c-65c; sugar, 90c-95c; one-head produce, 60c; two-head, 65c; poultry, 70c-80c; No. 2 stock, sugar-sized produce, 70c-75c.

The Slack Stock Price Market

The slack stave and heading market continues firm. No. 1 gum staves, either 28 1/2 or 30 inches, are quoted at \$13a\$15 a thousand; No. 2, \$9a\$11; mill run, \$10a\$12;

flour heading, 15c per set; sugar-sized, 17c-18c; mill-run, one cent under the above No. 1 prices, and No. 2, at three cents under No. 1.

While there is a lot of talk of lower prices for staves and heading, many concerns are said to be holding firmly. Demand at present is slow due to the fact that the cooperage trade is in a very dull period, and cutting prices would not aid movement to any extent. Of course, there are some small producers who are in need of business and who are probably cutting prices somewhat in order to move stock for ready cash. It is reported that red oak oil staves have been offered at from \$45 to \$50 a thousand for mill run at mill points, while white oak on the same basis has been quoted at \$65a\$70. However, it is hard to figure a market in which there is not much movement.

Stock Production Has Been Good

Louisville cooperage manufacturers have been getting in some good running time at both their eastern Kentucky and southern mills during the fall period, as a result of remarkably open and dry weather for this season. Production has been really good and, while consumption has been light, the manufacturers have been operating on a goodly production basis with the idea that there will be a better consumption later on.

Can Manufacturers After the Pickle Trade

Some one is always taking the joy out of life. It is well known that Mr. Volstead and "his gang" are not at all popular with the cooperage trade. Further, the glass bottle and jar, as well as can manufacturers and steel barrel manufacturers, have long been in "Dutch" with our industry, but now the can manufacturers have taken a fresh swat at the tight barrel, or keg, through the development of the canned pickle. With the big development in the Piggly Wiggly type of grocery, of the cash-and-carry, wait-on-yourself variety, there is a growing demand for package goods, as against bulk goods. Such stores are now handling dills and some other pickles in cans. The development is much in the same order as development of the cracker business in cartoons, whereas it was formerly a slack barrel proposition. Such houses as Libby, Heinz, Hirsch, and many others, have been developing the canned product and it is claimed that the development will be more rapid over the next five years. This year the pickle crop was short and some picklers were unable to put up a pack sufficient to much more than cover their contract requirements for bulk goods, with the result that they will not have much surplus to push canned goods, which is good news for the time being.

The movement of food products into small containers is steadily growing, due partly to the fact that the smaller retailers want small packages, and further, due to the greater sanitation and cleanliness claim of the sealed package, as compared with carelessly handling bulk goods in so many retail stores. To offset this condition the tight cooperage trade has gone more and more into the keg producing business during the past five years and is making all sizes, from one gallon to fifty-five gallons, and larger containers, to meet all requirements and all need for smaller packages.

Personal and Trade Notes

1. C. Hollingshead, of the J. D. Hollingshead Co., Chicago, spent a few days in Louisville with the branch organization during November.

J. N. White, of the Louisville Cooperage Co., reported better production at the company's stave and heading mills this fall than at any previous time in months.

J. G. Brown, of W. P. Brown & Sons Lumber Co., manufacturers of lumber, who occasionally produces some stave and heading stock, opened his new \$4,000-000 Brown Hotel, Louisville, on October 25th. This fine new hostelry is, by far, the largest and finest in the State, if not in the entire South.

STEEL BASIS NORMAL IN SHENANGO VALLEY

Report from Sharon, Pa., under date of November 19th, says: "Mill operations in the Shenango Valley continue on a normal basis. The American Sheet and Tinplate Company is running its sheet and tin mills on virtually 100 per cent. basis. The Carnegie mill in Farrell and the blast furnaces and coking plant are at capacity. The American Steel and Wire plant is operating at 85 per cent. Lack of new business is reported by the Standard Tank Car Company, but full operations are being maintained on old orders. Sharon Steel Hoop Company reports business good."

ALL DAIRIES COMBINE IN PHOENIX DISTRICT

According to recent report, co-operative marketing has become a reality with the dairymen of the Salt River Valley, of which Phoenix, Arizona, is the center, through the purchase of all creamery plants in Maricopa County by the dairymen's organization. The deal involved approximately \$300,000.

The purchase is indicative of the stability of the industry, leaders of the marketing organization declared in a formal statement.

For the last year dairy farmers of the valley have operated a co-operative creamery, but its capacity was limited. The success attending that venture prompted them to complete the deal for consolidation.

The dairy industry is one of the largest in the valley, second only to cotton. Its success is largely responsible for the present healthy business condition in Phoenix and the surrounding territory.

STANDING OF AMERICAN EXPORTERS IMPORTANT TO FOREIGN BUYERS

It is possible that American exporters do not always realize that the foreign buyer has an interest in knowing how responsible they are before entering into business and financial dealings with them. Several of our American banks maintain their own branches abroad and offer to reputable foreign firms available information regarding the standing of American business houses, but as yet American banks are not located in all of the foreign trade centers.

Reports coming into the Bureau of Foreign and Domestic Commerce from the field would seem to indicate that American exporters might obtain some business now going to other countries which are active in distributing to foreign buyers information about their business people which leads to sales contracts. The Commercial Intelligence Division will be pleased to give information as to the foreign markets in which American banks are located.

\$12,406,522 FROM OIL

The receiver appointed by the Supreme Court to administer oil properties in the bed of Red River, pending a final decision of the boundary dispute between Texas and Oklahoma, reported during November that during the three and one-half years of the receivership receipts from oil had been \$12,406,522 and expenses of administration and development had been \$2,768,654. It was shown that the receiver had paid to operators of the wells under the orders of the court \$5,405,840 and had in hand awaiting further orders \$4,232,027. Production was reported as having decreased from 5,473 barrels daily in 1920 to 1,603 barrels daily during last September.

\$3,500,000 CEMENT PLANT

Officials of the Peerless Portland Cement Company, of Union City, Mich., announced that a cement plant will be erected on the River Rouge, at Detroit. When completed the plant can turn out 1,500,000 barrels a year and will have cost \$3,500,000. It will be the first cement plant at Detroit.

LATEST COOPERAGE EXPORT STATISTICS

Cooperage exports included 3,640,376 staves, 228,294 sets heading, 55,521 sets tight shooks, 106,768 sets slack shooks and 17,937 empty barrels, casks and hogsheds. Box shooks to the amount of 4,477,000 feet were exported, of which 702,300 feet was southern yellow pine.

SAWDUST FOR CATTLE FOOD

The old joke about deceiving the cow by placing sawdust for bran seems likely to become a very serious proposition. Some time ago the Forest Products Laboratory at Madison, Wisconsin, discovered that by treating sawdust with diluted sulphuric acid, which was afterwards neutralized by lime, a very satisfactory cattle feed resulted. After the lime and acid have been eliminated there remains a soft, bran-like food containing about 15 per cent. of water and rich in sugars. The laboratory experimented on three cows, who confidently ate the modified wood that was fed to them and justified their faith by putting on fat and giving more milk. The Department of Agriculture is now experimenting with several hundred cattle in various parts of the country with a view to confirming the Madison test. Immense quantities of sawdust are wasted at present because there is no way of using it economically. And if wood cattle food can be produced cheaply enough there will be a big market for it.

D. LOVEJOY & SON FRANKLY OPTIMISTIC AS TO FUTURE PROSPECTS

LOWELL, MASS., November 25, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Relative to the outlook for business in the future, we are frankly optimistic. We do not feel that there is any likelihood of a slump. On the other hand, we do not look forward to any unusual boom period, in fact, we think that we can all expect reasonably good business for quite some time to come.

The only suggestion that we have to offer is, that the users of cooperage tools should not look forward, in our estimation, to a decline, especially in steel products, as we feel that with the high cost of labor, fuel and raw material, that the finished article is not likely to be reduced, and all we are asking our friends and customers to do at the present time is to try and anticipate their requirements. We are very busy and have more trouble to get our customers to buy in advance of their actual needs than we do under ordinary circumstances. There has been too much holding off in buying, we think, until in actual need. Then the customer feels that they need the goods and must have an immediate shipment. In other words, they place an order today and expect delivery tomorrow. We try very hard to keep the standard cooperage knives in stock, but in spite of all we can do, we are sometimes caught without the requisite article in stock.

Yours very truly,

D. LOVEJOY & SON,

R. F. Lovejoy.

GOOD NEWS FROM G. SINCLAIR & SONS

MANOR CHARE, NEWCASTLE-ON-TYNE, Oct. 26, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We herewith enclose check covering our subscription. We find your JOURNAL very interesting, and always up to date with the latest information as to cooperage and cooperage stock.

With regard to the cooperage trade, business is good, and prices well maintained. This applies to the spirit trade. The beer barrel trade has gone off considerably. This is owing to the large number of unemployed, and also to the high prices of beer.

Taking a long view of trade, we think that we are just about to turn the corner, and once we get the three worst months of winter over, we expect to see a substantial increase in the volume of trade, in which the cooper trade will have a good share.

We expect in the beginning of next year there will be a general election, and we hope to see a conservative government in power, so that a revision of our tariff will be the first item to be dealt with. If America can cure her unemployment by tariff walls, we are entitled to do the same.

Wishing you all prosperity with your valuable JOURNAL, we remain, dear sirs,

Yours truly,

PRO. G. SINCLAIR & SONS.

CANNOT OPERATE A STAVE MILL WITHOUT THE "JOURNAL"

Under date of November 18th our long-time friend, A. T. Mollenhour, Tefft, Ind., advised that he had slowed up on stave manufacturing activities in Indiana. Mr. Mollenhour says: "I expect to go to Arkansas for the winter and will prospect for a new stave mill site. When I get located I want the JOURNAL again, as I can not operate a stave mill without it."

NAIL MANUFACTURERS ARE BUSY

The nail works puddle mill of the Glasgow Iron Company, Pottstown, Pa., resumed operations with orders on hand to keep it busy for some time. About 300 men will be employed. Where nails are made, kegs are needed.

REMEMBER, STRAWBERRY GROWERS USE BARRELS

A movement is under way at Chattanooga, Tenn., to organize a co-operative body among the Tennessee strawberry growers, a large part of whom are in the Chattanooga region. The Tennessee Farm Bureau, Chattanooga, Tenn., is sponsoring the organization.

GLASS PLANTS BUSY ON STEADILY INCREASING ORDERS

With steadily increasing orders, Millville, N. J., glass plants have resumed normal operations. At the South Millville works of the Whittall Tatum Company three factories are running full capacity. T. C. Wheaton Company has three furnaces running, and the Millville Bottle Works, two.

CONSUMERS OF IRON AND STEEL PROTEST RATE RAISE

The Cleveland (Ohio) Chamber of Commerce, forty large consumers of iron and steel there and industrial interests of Pittsburgh, Buffalo, Youngstown, Lorain and Erie, were represented in a hearing November 19th in Pittsburgh before the Interstate Commerce Commission and Railway Commissions of Pennsylvania, West Virginia and Ohio over the question of freight rates on iron and steel products on short hauls in the territory between Cleveland and Pittsburgh.

The railways recently advanced rates on iron and steel articles in that region so that the sums of the local rates would be equal to the rates on the haul of the same products from Pittsburgh to Cleveland.

This was done following a decision of the Commerce Commission last February, which found that when the local rates were added together they did not equal the through rates, a condition contrary to law.

"LEMSCO" KEGS AND BARRELS IN BIG DEMAND—NEARLY 250,000 USED LAST YEAR

The New York office of the Lucas E. Moore Stave Company, New Orleans and New York, reports a very successful season in selling "Lemsko" kegs and barrels, the factory having to operate overtime to keep up with orders.

"Lemsko" containers are made in 30, 45 and 50-gallon sizes by the Rochester Cooperage Company, East Rochester, New York. This company has an output of from 200,000 to 250,000 containers annually. The factory, a modern concrete building, 50 by 360 feet, is constructed in such a way that a huge open space is provided with no posts or supports, leaving the freedom of the entire floor for manufacturing purposes.

The factory is located on the tracks of the New York Central, having sidings on both ends of the building. Deliveries are also made by motor trucks to customers in the nearby vicinity.



TRUCK LOADS OF "LEMSCO" BARRELS LEAVING THE EAST ROCHESTER, N. Y., PLANT

EVERYONE WANTS IMMEDIATE DELIVERY

MUEHLHAUSEN COOPERAGE CO., TRENTON, N. J.—Business at present is fair, coming more or less in spurts; that is, everyone is demanding their material at the same time.

HAVE MADE OVER 100,000 APPLE BARRELS

BARRON COOPERAGE CO., REPUBLIC, MO.—We have had a very nice business in apple barrels, making 100,000 or more. Beside the apple barrels, we have had very little business. We probably will have a small amount of barrels to make for poultry and rabbits. The flour barrels are moving slowly; in fact, we have hardly any business at all in this line.

BARREL COMPANY HAS FIRE

Damage of \$3,000 resulted from fire in cooperage of American Barrel Company, 303 Bridge Street, Salem, Mass. Morris Lacritz, the proprietor, said the cause was not known. The loss is covered by insurance.

HANDLE FACTORY OPERATING

The D handle plant, owned by W. C. Bond, New-castle, Ind., was placed in operation recently after being idle for nearly three months. The plant was established in the early eighties and it is the first time in its history it started after a shut-down without a dozen of anything in stock.

COOPERAGE COMPANY ASKS FOR REDUCTION OF PROPERTY TAX

Recently there appeared before the County Judge of Clarendon, Ark., representatives of the Saginaw Cooperage Co., the Brown Lumber Co., the Mississippi Valley Lumber Co., the Ayer & Lord Tie Co. and Hayes & Ezell, asking that recent assessments for State and county taxes against their properties be reduced. Because there was a recent timber sale at \$75 an acre the county tax assessor raised the assessed valuations of the companies on their timber holdings from \$4 to \$5 an acre to \$25 an acre.

WILL MAKE COOPERAGE STOCK AND VENEER

The Henderson Veneer & Manufacturing Company, Henderson, N. C., has started the building of a new plant to replace the one recently destroyed by fire. It will manufacture veneer and cooperage stocks and will be a larger one than the plant destroyed.

WANTS TO LOCATE IN ARKANSAS

The Samuel Peterson Company, manufacturers of spokes and staves at Warren, Pa., is seeking a site for such a plant at Clarendon, Ark. Three officials are looking over the timber in that section.

WAYNE PORTABLE SILO COMPANY

The Bourbon Silo Company, Fort Wayne, Ind., has amended its charter to show a change in name to the Wayne Portable Silo Company. The company is also making plant improvements.

CEMENT MILLS TO OPERATE ALL WINTER

Report from Allentown, Pa., under date of November 17th, advises that cement shipments in the Lehigh field continue heavy and in view of the lateness of the season are considered remarkable. It appears certain that mills will continue to operate throughout the winter.

APPLE PRODUCTION IS LARGE

It is estimated that the commercial production of apples in the United States in 1923 will be 33,390,000 barrels, as compared with 30,995,000 barrels in 1922. The State of Washington leads with 8,996,000 barrels, New York State is second with 5,212,000 barrels and Michigan third with 2,022,000 barrels. Virginia, Pennsylvania and West Virginia will each produce more than 1,000,000 barrels this year.

BOLIVIAN GOVERNMENT WILL NEED 40,000 BARRELS OF CEMENT FOR ROAD MAKING

It is reported that the Bolivian Government will soon need railroad-construction materials in large quantities, including several thousand tons of steel rails and 40,000 barrels of cement.

BARRELS OF STEEL-COATED PLYWOOD

A steel-coated plywood known as Plymax, has recently been placed on the market by Venesta, Limited, London, England. At the recent shipping, engineering and machinery exhibition, held in London, the Venesta booth was constructed entirely of Plymax and gave some indication of the unusual rigidity of this material. Some idea of the application of this steel-coated plywood and the possibilities which lie before it, may be gathered from the articles of this material which were on display. These included, a table, factory trucks, wheel trucks, disc wheels for motor cars, engine inspection door, barrels, boxes and packing cases.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Coopers' Industry



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Home Office, 820 Witherspoon Building, Philadelphia
M. E. Doane, Editor-Manager
J. E. MacDonald, Associate Editor

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Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

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Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE

The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

INDIVIDUAL BUSINESS INITIATIVE WILL BE THE KEYNOTE OF 1924

Perhaps never in the history of business recording has a coming new year been faced with quite the same aspect, and on the whole a totally new conception and outlook, as the year which is now knocking at our door—1924.

There has developed during the time intervening between the armistice of 1918 and the present closing month of 1923 every conceivable business practice and mental attitude concerning trade that could very well be known to man, and we have hit every new point that we thought was an advance upon old established business methods only to find that "old-fashioned honesty, industry, thrift and service," as Roger W. Babson designates the foundation stones of legitimate, successful and lasting business, is still the one sure bulwark that can withstand all stress of changing trade conditions.

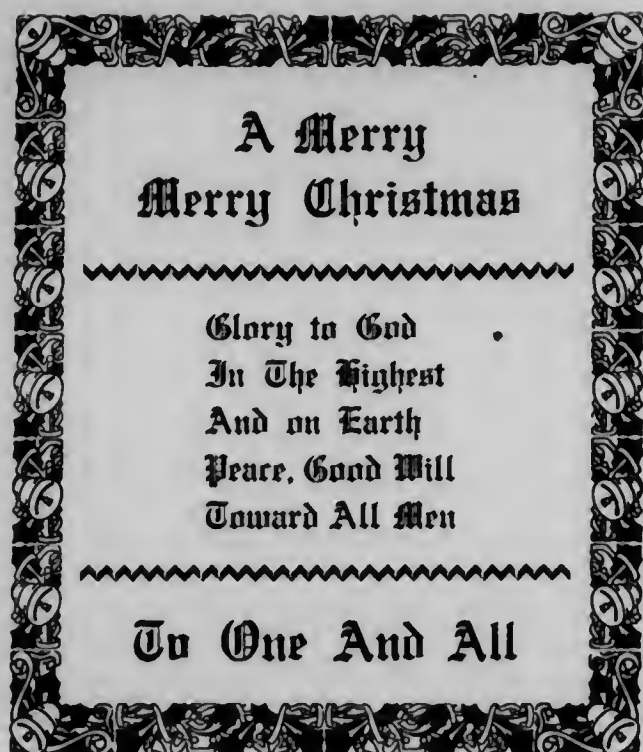
"Marking time, in some instances, and overreaching ourselves in others," as one of our good cooperage friends recently remarked, "is all right if the game is not played too long. When that happens even the level-headed business man is thrown off his balance, and he, with all others, gets to expecting some special Providence to take care of himself and his business interests. The better any man serves himself and his own business interests, the more valuable he is to the trade body as a whole. It is my belief, and the same belief will be found prevailing throughout almost the entire business world, that individual effort will be the keynote of 1924, since it will be only through individual effort and initiative as applied directly to one's own individual business interests that will build the business and trade success, not only of 1924, but of the many other years that are yet to come."

The awakening is undoubtedly at hand, the "seeing darkly" period is well past, with the light of the New Year showing a wonderful pathway to the clear-visioned, as well as to all who have the desire to lay their hand to the initiative plow and till their own business field for the trade success and prosperity that they would and can enjoy throughout the coming years.

GOING AFTER BUSINESS

One of the most important questions that every cooperage and cooperage stock manufacturer, tight and slack, needs to put to himself right at this time is, "How well and widely known to the cooperage buying world am I and my line of products?"

If your trade prestige is of that extent and quality that means so much to every well-established and constantly-growing firm, is there not some added effort,



such as increased advertising representation, that you can put forth during the coming year that will increase and further extend your standing throughout your trade? And if you are of that number that have not yet served your individual business as you should, so far as identifying yourself, your business and your products properly with the buying world through adequate advertising representation, is not now the time to play fair with your own interests by letting the cooperage industry as a whole, together with all its allied lines, know that you are a well-equipped, progressive and serving member of the trade? This you can do through joining the ranks of regular JOURNAL advertisers.

Steady advertising is the kind of advertising that pays in the end. Every reader of a trade paper examines the advertising pages as closely and with as much interest as he does the reading pages. Your advertisement placed in one issue and then withdrawn, or inserted only for a few issues, does not begin to make the impression nor create the lasting effect on the buyer that a permanent advertisement that is before his eye every time he reads, does. Every advertiser knows that every buyer is not ready to place an order every time he reads his advertisement, but he does know that that buyer is absorbing what he has to say about his line of manufacture and that his name and address is being indelibly impressed on the buyer's mind. The firm that advertises continuously is the firm remembered by the reader when he is ready to buy. There is one sure way to win business and to hold it, and that way is to go after business and keep after it steadily and continuously.

The JOURNAL takes your business message straight to the buyer, no matter where he is. It is our business to know where he is and we do. Forty years of service in the cooperage field have given the JOURNAL a "business-pulling power" that is unique, individual and un-failing. This specialized service is at your command. No business investment pays bigger dividends than the investment covered by advertising appropriation, and nothing will increase and extend your business success and trade prestige so quickly or so effectually as the use of steady advertising. Place your 1924 advertising contract now.

COOPERAGE INDUSTRY WILL SHARE IN GENERAL BUSINESS PROSPERITY

Like every other line of business, that of cooperage is coming in for its share of the general prosperity that is abroad in the land. This is only natural when we realize the important part our industry plays, not only in the trade life of our own country, but in the trade life of the entire world.

The consensus of opinion gathered at the semi-annual meeting in New Orleans was that the general business outlook was good, with some special features forecasting a highly satisfactory run of trade for the cooperage industry. Both stock manufacturers and coopers, slack and tight, were alike optimistic, and they are all set for the good things which the coming year has in store for them.

With the tax reduction prospects that are before us, and with what it will mean for money to be once more freely used in commercial investments and business enterprises, when the tax pressure is removed, assailing our intelligence we can all say, "Hurrah! for the coming New Year."

NOVEMBER A VERY SATISFACTORY BUSINESS MONTH FOR THE EASTERN COOPERAGE TRADE, SAYS C. M. VAN AKEN

The month of November has been a very satisfactory month for the people interested in the cooperage business throughout the eastern section. There has been a fairly good demand for cooperage along general lines, such as packing barrels of different descriptions. Then, too, the lime, cement and plaster concerns have found that their business justified placing orders that seemed a little more than usual.

On account of the decline in prices the past few months, all of the fruit barrel coopers held off placing orders until the last minute and, as a result, most of them wound up the season with no stock on hand. Many of the barrel manufacturers have one or two coopers that, for one reason or another, they desire employing during the winter. They can not have barrels made without having stock to make them with; hence, a fair quantity of staves, heading and hoops has been moving to the fruit barrel manufacturers for the above purpose, and these reasons combined are the explanation as to why the month of November, which is usually more or less of a quiet month in the slack cooperage business through the East, has this year been a good month.

The usual demand at this time has stimulated the prices of all kinds of cooperage—staves are bringing more now with the fruit season over than they were right in the fruit barrel rush. The stave advance seems to be a healthy one, whereas, the advance in hoops and heading, which was more pronounced, has an air of uncertainty about it, making many buyers feel that it would not be surprising if December hoop and heading prices were lower than the prices of today.

MILL MEN ARE ALREADY STOCKING UP WITH LOGS FOR SEASON'S RUN, SAYS JAMES INNES

The apple barrel season is now about closed, although orders are still coming in, owing to the favorable season and consequent prolonged packing. No doubt part of these orders are for working up during the winter, and they will practically clean up all dry apple barrel stock still at the mills. The season has been a very fair one—better than was anticipated in October.

The approaching close of navigation has stimulated trade in all lines in Canada, and cooperage stock is moving freely and will continue doing so for a few weeks yet. Stocks are low—the lowest for two years—while prices are on a more stable basis than they have been for some time, no great fluctuations occurring. Most lines, especially in the higher grades, are pretty well cleaned up.

Mill men are already lumbering for winter hauling, and as wages and woodsmen are about 25 per cent. higher than last winter, logs and bolts will cost correspondingly higher than last season. The heavy demand for elm, basswood and hardwood lumber, will have the effect of curtailing the output of staves, hoops and heading, as lumber gives better returns than cooperage stock on present basis of prices.

Present indications are that higher prices for staves, hoops and heading will be asked by the manufacturers for next season's delivery than the current prices now ruling, or logs will be converted into lumber more extensively than ever.

U. S. CHAMBER OF COMMERCE ADVISES EXPANSION OF RAIL-WATER ROUTES AND RATES

Through rail-water routes and rates should be established when they are in the public interest, and when each transportation agency can make a fair return on its investment, according to the Chamber of Commerce of the United States.

A report submitted by a special committee of its membership to study the development of waterways and co-ordination of rail and waterway services, and which recommends the above, points out that the inland waterways, once the country's main reliance, are as a whole carrying little more traffic than twenty-five years ago, despite a rapid increase in the population of the country and a more rapid growth in commerce and transportation needs.

"Unquestionably water transport under certain conditions is cheaper and better than rail transport," the report says. "For example, the economy of movement of grain, coal and ore on the Great Lakes is beyond dispute, and our inland waterways have contributed essentially to the upbuilding of some of our great industrial centers. Unquestionably, however, water transport has its limitations and the railroads must be the backbone of the transportation system."

The report says the through rates and routes recommended should be fixed to give the public an equitable

use of both agencies of transportation and that common-carrier rates on inland waterways should be normally lower than railroad rates for similar service.

Other recommendations are that Congress direct the Engineer Corps of the United States Army to consider the waterways of the country as a whole and in their relation to other transportation agencies, and to recommend a definite development plan and a schedule of priorities; that the Secretary of War be given the necessary authority and funds to operate the transportation services of the government on the Mississippi and Warrior Rivers along the lines of good commercial practice, and that the nation, States, municipalities and commercial organizations should seek to establish conditions favorable to the maintenance of services on inland waterways wherever economically desirable.

PLANS TO DEVELOP U. S. WATERWAYS

Nation-wide development of waterways and the establishment of common carriers upon the principal waterways of the country are recommended by Colonel T. Q. Ashburn, chief of the Inland and Coastwise Waterways Service of the War Department, in his annual report to the Secretary of War, made public at Washington, November 19th.

As a means of achieving this purpose, Colonel Ashburn offered a plan by which the existing waterways service would be continued by a corporation to be created by Congress and given powers to promote, encourage and develop water transportation and to "foster and preserve in full vigor both rail and water transportation."

The plan recommended, Colonel Ashburn said, could be put into effect without annual congressional appropriations, would relieve the War Secretary of handicaps of governmental operation, and allow the affairs of the corporation to be conducted on a business basis. The system would be financed by common stock issued by the corporation and by a bond issue of \$10,000,000 by the United States Treasury.

The War Secretary, ex-officio president of the corporation, would be authorized to purchase for the United States \$1,500,000 worth of the bonds and to hold not less than 51 per cent. of the common stock for the government. The business of the corporation would be conducted by an advisory board, composed of eleven persons, which would function under a general manager, acting as the personal representative of the secretary.

The report suggested that Congress be asked to make an initial appropriation of \$5,500,000 as a capital fund for development purposes and to provide that when the waterways service has developed a large line sufficiently to have proved its success, the secretary might dispose of it to private, State or municipal purchasers.

THE DISTON CRUCIBLE

There is no house organ the receipt of which is more anxiously looked for than *The Diston Crucible*, issued by our world-known saw manufacturing friends, Henry Diston & Sons, Inc., Philadelphia, Pa.

The Crucible is not only finely printed but it is meaty from cover to cover with both specific information for the millman and general information for all readers. There is one department that intrigues and holds our attention each month and it is "From the Lookout Tower." This department always carries real nuggets of gold in the way of sane observation and sage comment covering things in their totality. Yes, we like *The Diston Crucible*.

BARS TILEMAKERS FROM PRICE-FIXING

A final decree ordering the dissolution of the Tile Manufacturers' Credit Association, sought in injunction proceedings brought by Attorney General Daugherty in January, 1922, was entered November 26th in the United States District Court at Columbus, Ohio. Announcement of the decree by the Department of Justice said members of the association, which the Attorney General's petition charged was organized primarily for the purpose of establishing and maintaining uniform prices, were restricted by its terms from hereafter organizing any similar association.

The thirteen members of the association, described as being the largest floor and wall tile manufacturers in the country, were specifically restrained in the decree, the department said, from "in any way making or exchanging reports as to prices, sales and orders." They are expressly permitted, however, to transmit information as to production, stock prices and other data to any government agency requiring it, provided such information is not distributed among themselves.

Members of the dissolved association, under the decree, may hereafter organize only for such purposes as advertising, study of trade problems and standardization of products.

W. PALMER CLARKSON ELECTED PRESIDENT OF ST. LOUIS CHAMBER OF COMMERCE

W. Palmer Clarkson, president of the Pioneer Cooperage Co., St. Louis, Mo., has been chosen president of the Chamber of Commerce of St. Louis for the ensuing year. The announcement was made through Paul V. Bunn, general secretary of the organization, November 20th.

Palmer Clarkson, perhaps, has more titles and holds more honorary positions than any other man in St. Louis. He is chairman of the executive committee of the Christian Board of Publications; chairman of the finance committee of the United Christian Missionary Societies; president of the National Benevolent Association; member of the Board of Missouri State Sunday School Associations; trustee of Christian College, at Columbia, Mo.; elder in the Union Avenue Christian Church and treasurer of the building fund of that church. He is a member of the Missouri Bar Association, the St. Louis Bar Association, is a former president of the Merchants and Manufacturers' Association, former director and vice-president of the Chamber of Commerce, director of the Merchants-Laclede National Bank, and is a member of the St. Louis, Noonday, Commercial and Bellerive Country Clubs. Mr. Clarkson served eight years as a member of the Board of Education, during part of which he was its vice-president.

Some brief biographical data may not be out of place right at this time, and will undoubtedly be of interest to Mr. Clarkson's many friends throughout the cooperage trade. W. Palmer Clarkson arrived in St. Louis in 1883. He attended Central High School, from which he graduated. Then he entered the St. Louis Law School of Washington University, from which he graduated in 1889. He practiced law for twelve years, and at the end of that time became attorney for and secretary of the Pioneer Cooperage Company, subsequently being elected vice-president and then president, which office he still retains.

The Pioneer Cooperage Company owns timber lands in many sections of the South, operates a number of plants in southern States, together with a factory in Chicago, in addition to the local factory. The entire organization is operated from the St. Louis office, and the large business done by the company is the prime factor in making St. Louis the leading city in the United States in the making of kegs.

Mr. Clarkson married Miss Mary Souldard Turner, a daughter of the late Gen. John W. Turner. They have three children—John Turner, who graduated from Cornell University in 1922; Mary, a graduate of Mary Institute, and Palmer Clarkson, who is now attending Cornell University.

The officers and directors of the Chamber of Commerce were formally installed November 20th at noon, and President Clarkson announced that he would be in the president's office every day at 1:30 P. M., where he will give attention to any matter brought up by any firm, individual or organization.

Incidentally it might be said that the first trade delegation to visit Mexico since that country was recognized by the United States will leave St. Louis November 30th. John G. Lonsdale, president of the National Bank of Commerce, in St. Louis, will head the party, which will be composed of directors and officers of the bank—twelve in all. They will study the possibility of increased trade relations between the republics.

The commission has been endorsed by Mayor Kiel and the St. Louis Chamber of Commerce. Its report will be submitted to the chamber December 12th. The itinerary includes Nuevo Laredo, Monterey and Mexico City, in Mexico; Galveston, Houston, San Antonio, Dallas and Fort Worth, in Texas, and Muskogee and Tulsa, in Oklahoma.

ALMERIA GRAPE CROP PLACED AT 1,000,000 BARRELS

It is estimated, by vice consul Percy G. Kemp, that this year's grape crop in the province of Almeria will total approximately 1,000,000 barrels. The 1922 crop amounted to 1,570,000 barrels and that of 1921 only 1,073,000 barrels. This year the vineyards appear to be in splendid shape, the vines in good condition, and the fruit sound. While the bunches are smaller the indications are that the individual grapes will be larger than in normal years. The grapes that have ripened are of fine quality; the pulp is firm and the fruit is of a good, light color. The 1923 harvest season has been retarded by unfavorable weather conditions during the flowering period in May and June and by the extremely hot weather during the latter part of July and throughout the month of August.

WANTS IN COOPERAGE LINES

Muchhausen Cooperage, 34 Howell Street, Trenton, N. J., is in the market for staves, hoops and heading of all kinds.

Pensacola Excelsior Co., M. G. Hoffman, president, Pensacola, Fla., is in the market for machinery for making tongue and grooved barrels.

S. B. Penick & Co., Asheville, N. C., is in the market for steel-hooped sugar barrels, and desire quotations f. o. b. on 100 barrels, also car lots.

Co-BK. Cooperage, 235-45 Communipaw Ave., Jersey City, N. J., is in the market for new or second-hand tight and slack barrel machinery. Also hoops and staves, as well as second-hand barrels and kegs of all kinds.

"Wooden Ware," Box 1556, Richmond, Va., is in the market for five or ten cars of oak cut-off staves, white, chestnut and red. If cut-off can not be furnished, quote quantity and price on regular seven staves for five, ten and fifteen-gallon tight kegs.

POWELL COOPERAGE CO. CELEBRATES ITS FOURTH ANNIVERSARY

On November 6th the Powell Cooperage Company, Memphis, Tenn., celebrated its fourth anniversary and for a youngster it has made some of the most remarkable strides in the way of business growth and trade expansion that it has been the JOURNAL's good pleasure to record.

President E. A. Powell revealed the secret of his company's amazing growth, in fact, "Tom" himself is the secret. For the many years that he has been soliciting the cooperage trade has been added to the span of the Powell Cooperage Co., with the result that, though but four years of age the company has years of trade experience and service-value plus within its organization, which has been the propelling motive power in its advancement.

Mr. Powell remembered the many friends of his company by sending a most unique and useful booklet that carries their "warrior" heads trade-mark and the company's name and address on the cover. The booklet is pocket size and contains needful and handy information about slack cooperage stock, staves, hoops and heading, all of which lines the Powell Cooperage Company are equipped to supply.

WASHINGTON COOPERAGE AND PACKING CO. NOW OPERATING

Reporting on the activities of the Washington Cooperage and Packing Co., manufacturers of Douglas fir staves and heading, as well as makers of barrels, Richmond Beach, Washington, W. B. Carter, of the company, says: "We are again operating, after being closed down for a month, making repairs and installing some new machinery. The addition of a modern drag saw and a steam hammer for splitting sawn logs greatly adds to our output."

"Business during the summer was good, and we are now working on fir ice cream tub and oil barrel stock. We have access to the best Douglas fir timber on this coast, and it certainly makes nice staves."

The Washington Cooperage and Packing Co.'s attractive business announcement appears in this issue of the JOURNAL, and to the same the attention of our readers is directed.

THE KERN COMPANY HAS NEW OFFICE HEADQUARTERS

The general offices of The Kern Company, New Orleans, La., have been moved from the ninth floor of the Whitney Central Bank Building to rooms 1118 and 1119 of the same building. The change gives the company larger office space and better lighted and ventilated rooms.

Max Lowy, president of the company, has but recently returned from a business trip to New York City and other points in the East. Mr. Lowy returned looking in much better health than previously.

ESTIMATES ANNUAL LABOR TURNOVER OF UNITED STATES

The annual labor turnover in manufacturing industries of the United States exceeds 9,000,000 workers at an approximate cost of \$100 for each change in job, James D. Hackett declared in his report to the American Management Association's convention's final session, held in New York during November.

The Associated Cooperage Industries of America In Semi-Annual Convention at New Orleans, La.

The eighth semi-annual convention of The Associated Cooperage Industries of America has passed into history as one of the most important and enjoyable social and business events of the season.

Grunewald Hotel Now the "Roosevelt"

The historic Grunewald Hotel, where the association convened, had recently been renamed the "Roosevelt," a name suggestive of the zeal, energy and courage which are such essential parts of the equipment of every man interested in any branch of the great cooperage industry.

The meetings held on Monday, November 12th, were mainly for the purpose of organizing. Delegates were slow about registering at the hotel, and in fact, many of them did not take rooms at all, being the guests of friends in the city.

Registration Shows Good Attendance

The registration desk of the association was on the mezzanine floor. Some names appeared early on its pages, but others were signed only after long delay, for some of the visiting members were much more interested in meeting their friends than they were in registering, merely to show the world they were here. However, the roster, when completed, showed the names of members from every southern State, and from most of the States of the North and West.

Preliminary Sessions

The meetings held on this first day were mainly of committees to formulate reports for the various groups to be submitted to the general session. At 10 A. M., Monday, November 12th, there was a meeting of the committee on standards and specifications for the tight group. The committee on slack grade rules and specifications met at 1 P. M., and the Executive Committee met at 2 P. M.

Group Meetings

On Tuesday the 13th there were three group meetings. At 10 A. M. all branches of the slack cooperage group met, with T. A. Walsh as acting chairman in place of Vice-President F. G. Zillman, whom Secretary Hirt advised was unable to be on hand because of a severe cold. Group discussion was divided under three heads: Trade extension, grade rules and specifications, while the third topic was "Statistics."

At the same hour, but in another room, the tight coopers' group met, Vice-President J. A. McKay presiding. At 10.30 A. M. the tight stave and heading group met, heard the report of the committee, and discussed a number of problems of great importance to their branch of the industry. Vice-President James B. Hall presided at this meeting.

At 3 P. M. there was a meeting of the slack coopers' group, with Vice-President T. A. Walsh as chairman, and at 3.30 there was a meeting of the coiled hoop group, Chairman J. M. Peel presiding.

GENERAL SESSION

The general session opened Wednesday, November 14th, with President T. A. Walsh presiding. In addressing the assemblage, President Walsh said:

"The secretary will report to you the activities of his office during the past six months; Mr. A. C. Hughes will give you a detailed report of trade extension work, and Treasurer Kraftt will give you a statement of the finances.

"I will, therefore, confine my report to a few thoughts or suggestions that I feel may be beneficial to the association.

President Walsh's Address

"This association has at the present time on its roll 284 members. This should be at least double that amount. If the present members of the association feel that membership in same is worth while, they should carry this message to their neighbor, who is not a member, and secure his application. I would recommend that each member of this association consider himself a committee of one to bring in at least one more member between now and the next convention.

Trade Extension

"The Trade Extension Campaign has been carried on



PRESIDENT T. A. WALSH, PITTSBURGH, PA.

now for a sufficient length of time, I believe, to convince anyone who may be skeptical, that very satisfactory results are being obtained, as evidenced from the report which will be submitted to you by Mr. Hughes. This work is being carried on by 42 members out of the 284. Results obtained are of benefit to the entire industry, and I feel that this work should be carried on by the association, and not by individual members thereof. I, therefore, recommend that this convention adopt the Trade Extension Campaign as now being conducted by the committee consisting of Messrs. Anderson, Wilson and Walsh, and that an assessment of 20 per cent. be levied on the membership, with a minimum charge of \$15.00 to cover the expense of this campaign.

Price Regulation

"We all appreciate the fact that this association can not take any action to regulate prices of cooperage materials. At the same time, it seems to me we should give very serious consideration to the damage that is being done to the industry as a whole by radical changes in prices of cooperage materials. In the past few years prices have changed so radically from one end of the year to the other, that the consumer of the barrel is unable to estimate his barrel cost for any great length of time. These radical changes in prices, I appreciate, are very often due to conditions beyond the control of the seller. At the same time, it seems to me that we could prevent extremely high prices if a concerted effort to do so was made, and I would recommend that each group appoint a committee to consider ways and means of avoiding these radical changes in prices of cooperage materials, and make their recommendations to the next annual convention."

Secretary C. G. Hirt followed President Walsh's opening address with his report, closing with the following significant remarks:

Secretary Hirt Speaks on Rapid and Extreme Business Changes

"The world has never before seen such rapid and extreme changes as it has recently passed through. Conditions have changed, and new difficulties and new problems have arisen in all branches of business, and especially in the cooperage industry, and these new problems can not be settled by any individual. They can only be met by the combined judgment and experience of the whole trade, and the purpose of the convention is to bring together representative men from all parts of the country, that they may freely and frankly discuss the difficulties which confront the trade, and the best means of overcoming them.

"The man who believes that he is in business solely for himself and by himself is more likely to injure others than he is to benefit himself. The success of the

individual and the success of the trade can only be obtained by a spirit of fairness and the fullest possible co-operation."

Exchange of Trade Experience Is Valuable

Secretary Hirt said he was sure that every member present had some information to impart, gained by his own experience, which would be of benefit to all the others, and the views of manufacturers operating under the most diverse conditions, and in such widely separated localities, would, if freely given, be of inestimable value to the whole trade, and he hoped that the whole situation, as it related to the cooperage industry, would be thoroughly investigated, and that information and advice would be exchanged in a manner that would assist all in the future conduct of their business.

Co-operation and Harmony Essential to Trade Success

Secretary Hirt further advised that he knew that the meeting of old friends, and the making of new ones would lead to a better understanding and greater harmony among the trade, and was sure that business could not fail to be benefited thereby. Many important questions, Secretary Hirt said, had been submitted for discussion, and the general interest taken in the vital subjects was the best indication of the growing spirit of co-operation, which was the first essential of success.

Treasurer Kraftt then gave his report and was followed immediately by A. C. Hughes, field representative of trade extension work.

Report of Field Representative Andrew C. Hughes

That we may discuss the subject of trade extension more fully and more intelligently, it will be necessary to refer back from time to time to get our basis of reasoning and follow down to the present the progress of this important activity.

The possible extension of the use of wood barrels has been pretty thoroughly discussed by members of this association and in reports from the Trade Extension Department and it would serve no useful purpose here to elaborate on what has already been said. It may be stated, however, that since the department has been established and successfully applied to the promotion and recovery of barrel usage, the cooperage industry and the individual interests of those engaged in it are gaining in public acquaintance and favor. In discussions on trade extension work there is a tendency to over-emphasize the purely material benefits that accrue to the membership. From the broader viewpoint of industrial stability and efficient service, it is becoming increasingly clear that this is the easiest, least expensive and most effective way of reaching the patronizer, and in an advisory way assist him in deciding upon barrel usage.

Plan of Action

The establishment of a channel of publicity different in form and use from any other undertaking hitherto attempted by this association has received the careful scrutiny of the Trade Extension Committee, who have agreed and decided that it is better to inform the buyer of cooperage rather than advertise it to him. It is this outstanding factor that distinguishes the plan of action from all other media in effectiveness. To be sure the field representative's returns in dollars and cents are difficult to measure, and it may be that at times the contributor in his office fails to realize those elements which prevent him from securing the maximum of benefits from such service, intensive promotion work based on thorough analysis of the territory, a system of follow-up of prospects, personal demonstration and constructive suggestion, and an ability to estimate correctly the potentialities and characteristics of the market have been used to inspire confidence and logically round out the value of trade extension service to buyers of cooperage.

Experience to Date

Conclusions presented under this caption record in a brief way my experience with shippers and technical men who have sought information on the subject of cooperage. Basing my judgment on the assumption that mechanical information is more important than of proof, and that a description of barrels should be made on the assumption that the prospect is unfamiliar with barrel construction, no attempt has been made to persuade the use of a single design or exact dimensions. My interviews generally concerned those details of design which have a distinct bearing on the durability and efficiency under the particular conditions in which it is being used. Character of materials are thoroughly detailed where necessary, suggestions as to methods of packing are included; occasionally, even methods of loading in cars have been given as a help in showing

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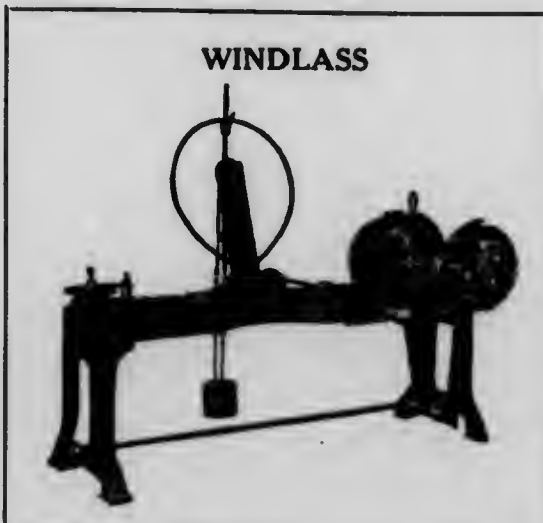
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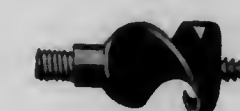
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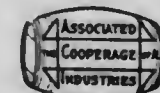
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ANDREW C. HUGHES, FIELD REPRESENTATIVE OF TRADE
EXTENSION WORK

the way to get the commodity to destination in good condition, all of which are beneficial to shippers and show a spirit of good will on the part of the cooperage industry. In fact, the keynote of the whole plan revolves around the fact that each type of a barrel has an appeal of its own and the best manner of putting it over.

Container-using shippers of any commodity can be divided into three classes, as follows:

(1) The large, successful food and commodity producer who desires the best combination of cost and efficiency in his containers. He appreciates the advantage to him of packing and delivering his product in first-class condition to his customers. When his container fails to deliver he invariably looks around for a substitute that will please his customers. The manufacturer of his container co-operates with him and when the right package is found it is a source of satisfaction to both of them.

(2) The shipper who purchases containers that meet minimum requirements, but is unwilling to exceed them. When complaints are made the container manufacturer is held responsible, but purchaser objects to remedy the condition by increasing his container costs.

(3) The shipper whose only desire is to reduce his container cost as much as possible. He buys his containers wherever he can get the lowest price, even to violate ordinary requirements when he can do so and get his goods accepted.

Future progress in the cooperage industry must come through an increase in the number of shippers of the first class until they constitute a majority of container users. By constant educational effort, supplemented with a visual display of wood barrels, which, without question go a long way toward pointing out the right method in combating the trend toward the use of other kinds of containers, encouraging progress can be made and a foundation laid for more rapid progress in the future.

Trends in Specific Barrel Usage

The successive steps taken by industries that manufacture fine powdered products towards adopting the use of a slack barrel that eliminates the hazard of sifting and lining costs are becoming very noticeable in the chemical and dairy industries and deserve the attention of this association. Notwithstanding the fact that the functions of the Trade Extension Department are limited to the expressed purpose of promoting the interests and patronage of every slack barrel manufacturer, and not for the benefit of those whose equipment turns out a specific line of cooperage, displays and contact with executives and buyers in these industries, have brought about inquiries from some who considered the tongued and grooved barrel more suitable for their needs than the straight jointed barrel.

No doubt some members have noticed this trend broadcasted in my bulletins covering these two industries, and mayhap become possessed with a thought that my activities were spreading into territory not consistent with the functions of my office.

I can assure this association and its members that it has been only in cases where the prospect flatly declared his preference for this type of barrel, and possibilities were apparent to supplant the paper and fiber container, the steel and unsatisfactory wood drum, that my presentations and solicitation were directed toward showing the qualities of the tongued and grooved barrel. It should be here recorded, however, that the tongued and grooved barrel is gaining in appreciation by shippers of powdered commodities, especially in these industries, and a quick realization of this trend on the part of all slack barrel manufacturers should be appreciated and acted upon.

Summary of Field Work

The following is a summary of work accomplished since the May convention and will be of interest as indicating the character of our operations. In consider-

ing this summary, however, it should be evident that until facilities are increased greater results can not be produced as rapidly as we would wish. It has been early recognized that the extent of the work would be very great and would not only include desirable expansions but also a careful study of the industrial conditions surrounding the shipment of commodities and a considerable propaganda to convince the interested parties that wood barrels are the logical containers and worthy of trial.

Conventions, meetings, expositions, fairs, fruit and agricultural societies attended, 18; number of slack barrel inquiries, 123; number of tight barrel inquiries, 26; pieces of cooperage literature distributed bearing the firm's name and location of cooper shops, about 8,000.

In submitting this report it is pertinent for me to state that I have met and conversed with multitudes of users and interested men, since the last convention, on cooperage equipment. A large number of these proved to be your customers. When taking inquiries, scrupulous care was exercised not to intentionally publish inquiries that might disturb the patronage of any member of this association. In all interviews with prospects and users of cooperage care was taken to broadcast the business integrity of each cooperage firm and the dignity of the cooperage industry with all the diplomacy and tact I could summon.

Wooden Barrel—the Survival of the Fittest

In reviewing this work, I believe every well informed cooperage manufacturer will endorse the continuance and extension of this work, for assuredly trade extension activities have done much good in filling a long-felt want by extensively advertising the wood barrel by distributing widely the names and location of cooperage plants and by demonstrating to thousands of people that substitute containers may come and go, but the wood barrel stands alone as the "survival of the fittest."

After Mr. Hughes' report had been duly discussed and accepted, Mr. Anderson, chairman of the Trade Extension Committee, urged the value of the work being done by Mr. Hughes and asked that more generous support of the campaign be forthcoming. Mr. Walsh, member of the Trade Extension Committee, advised that there were but forty-two subscribers to the work, only eight of which were coopers. As to the co-operation of the tight stave and heading group and the tight coopers' group in the trade extension work, Secretary Hirt said:

Tight Stave and Heading Group Pledge Support

The tight stave and heading group have pledged \$5,000 if the tight coopers' group will pledge \$5,000. I do not think it would be a breach of confidence to read the following resolution that the tight stave and heading groups are considering in their meeting right now. This is a report submitted by a committee appointed to draft these resolutions for their trade extension service.

"WHEREAS, At a meeting of the tight stave and heading group of your association, held at Memphis, Tenn., Sept. 3d, instant, we, the undersigned, were appointed a committee to draft and submit to your honorable body a memorial, or resolution, conveying the sense of this group relative to trade extension work, we beg to submit the following: Be it

"Resolved, That we indorse the trade extension movement, and the tight stave and heading manufacturers will, if possible, raise fifty per cent. of the fund necessary to carry on this work, provided this fifty per cent. shall not be in excess of five thousand (\$5,000) dollars and, provided further, That the tight barrel cooperage firms of the association will raise a sum of not less than five thousand (\$5,000) dollars for this purpose, and the total sum so raised, be found sufficient to carry on the work; the total fund to be under control of The Associated Cooperage Industries of America."

Slack Branch Will Continue Trade Extension

Upon motion of Mr. Donaldson, of the Vail-Donaldson Co., St. Louis, Mo., the slack group moved to continue the work of trade extension and subscriptions were renewed to this end.

Statistical Service Discontinued

At this point, Chairman Walsh brought it to the attention of the group assembled, that, owing to the failure in securing sufficient reports to compile a statistical statement, doubt was entertained as to whether or not a statement, doubt was entertained as to whether or not the failure to send reports was evidence that the service was not desired and he moved that it be discontinued. The motion was duly seconded and carried.

Change in Hoop Specifications

The hoop group, as Chairman Walsh here advised, recommends a change in the specifications so as to change the minimum weight on carload shipments of



SECRETARY C. G. HIRT, ST. LOUIS

6-foot hoops from 70,000 pounds to 65,000 pounds. "I think," Mr. Walsh said, "they claim that they can not get 70,000 in some of the 36-foot cars, and this is the reason they want it changed."

"Unquestionably," Mr. Voll, of St. Louis, Mo., said, "the hoop people know what they are doing, and as some of the hoop people are here and as I hear no objection from them, I move, Mr. Chairman, that the matter be accepted and incorporated in the rules and regulations." The motion was duly seconded and carried.

Stock Men in No Way Responsible for High Prices— Prevailing Competitive Timber and Other Trade Conditions to Blame

President Walsh said that during the past season the cooperage industry had suffered from the scarcity of labor, excessive rains, flooded woods and flooded mills, which evils, combined, had resulted in a scarcity of cooperage stock, and in consequent higher prices, for which the stock men were in no way responsible.

One of the reasons that prices were higher this year than last was that the price of lumber had advanced, and lumbermen were paying more for delivered logs, and for stumpage. Cooperage men had to compete with lumbermen in the purchase of timber, and as they had to pay higher prices for their raw materials, it was necessary for them, in turn, to advance prices on their products.

Stock men, it developed, appreciated the fact that coopers found it necessary to make very low prices to meet the unfair competition of inferior substitute packages, and so were as much opposed to any advance in the price of stock as the coopers could possibly be. When the mill men advanced the price of stock it was against their will, and because they were forced to do so.

Mr. Mitchell Speaks on Transportation

Mr. Mitchell said that the doubts and suspicions with which many people looked upon the railroads was highly pernicious, and wholly uncalled for. Hostility between carrier and shipper would be as destructive and senseless as would be hatred between the employer and labor, the two elements whose interests are most in harmony, and between whom there should always be the closest co-operation. He said:

"Stop the ranting of the politician who seeks his own ends by baiting the railroads, and thereby retarding the full development of our transportation facilities.

"While there are many undesirable points in the transportation act, the operators are willing to accept the bill, and do the best they can to carry it out. Give the railroads a few years to work the problem out."

Mr. Mitchell declared that there were "300,000 socialists in the United States, working under the direction of the Russian Government, and that they had elected radicals from the West, and seek to handicap the roads with detrimental laws and dangerous propaganda."

Under the government management of 1919, he said, the ratio of freight claims paid to total freight earnings was 2.95 per cent. In 1922, under private operation, the ratio was 1.12 per cent. "While never before

has such a volume of freight being handled, the record of the roads so far in 1923 shows that there never was so little loss and damage to freight."

In the able and general discussion that followed this address it was developed that every autumn there was a car shortage. That was the season when shipments of coal were excessively active, when thousands of cars were rushed into the wheat belt to transport the crop, and when other thousands were required in the cotton belt to move the cotton, while the cane grinding season added its quota to the difficulties of a trying situation. Until cars were numerous enough, and well handled enough to overcome this seasonal shortage, the shipper must recognize this shortage as an existing evil, and so do all in his power to avoid adding to it, and should show the railroads the same consideration that he would accord to an individual.

The shipper should take pains to lay the matter fairly before his customers, and urge them to facilitate matters by placing their orders as far in advance of their requirements as possible.

Cooperage Manufacturers Bring the Wooden Barrel as the Ideal Shipping Container to Mr. Mitchell's Attention

Some of the members declared that the high percentage of damage claims lamented by Mr. Mitchell was the best possible argument in favor of a more general use of the barrel—the ideal package.

Damage Claims on Cooperage Are Few and Small

If the railroad people would consult their own records they would find that the claims for damage in transit made on cooperage and cooperage stock were few and small, and, in fact, ought not to exist at all, and that the claims on merchandise packed and shipped in barrels were much less than the claims on similar merchandise shipped in any other package.

Favorable Cooperage Rates Would React to Benefit of Barrel and Save Money for the Railroads

Mr. Mitchell's assertion that the numerous claims made a high freight rate necessary was certainly fair and reasonable, when applied to substitute packages, but did not really apply to cooperage, and, by his own reasoning, more favorable rates should be granted on cooperage, and on goods shipped in cooperage, on account of the exceedingly low percentage of claims for damage in transit.

Point Should Be Pressed

The most effective way, then, to reduce the percentage of claims for loss and damage in transit was to reduce the freight rates on commodities shipped in barrels, and so encourage the use of the barrel—the package least subject to leakage, damage and breakage in handling.

If the railroads would only take into consideration the annual loss they suffer on account of claims arising from leaky, torn and bursted flour sacks, and the exceedingly few and small claims they have to pay on account of flour shipped in barrels, they would use every lawful means in their power to discourage the use of sacks, and would give the lowest possible rates on flour in barrels, thus serving their own best interests, and at the same time rendering incalculable benefits to the public health.

When Association Action Is Needed

The cooperage men found that in a general way there were due efforts made by railroad agents and other officials to give them a square deal, though occasionally there were questions arising that should be acted upon by the association as a body to obtain the proper results.

All disclaimed any sympathy for or interest in the mischievous and destructive elements which Mr. Mitchell so strongly and justly deprecated and expressed a strong desire to give the roads a fair show.

SLACK GROUP SEES HEAVY WHEAT BUYING BY FLOUR MILL MEN COUPLED WITH LARGE BARREL DEMAND

At the meeting of the slack stave, heading and hoop group it was developed that the reports regarding a heavy wheat crop had led many millers to postpone operations as far as possible in the hope of lower grain prices. The time for postponement was now past, and heavy buying on the part of the flour mill men, and consequent large demand for barrels, could be expected in the near future.

Apple Barrel Business Has Been Good

Members from the apple belt declared that business in that line had been good with them, though they generally expressed the belief that the apple crop, that is, the part of the crop that went into barrels, was considerably below normal.

With the Salt Trade

They said that while there was a sporadic demand for salt barrels, there was no general call for that class of packages, and that the salt barrel business could never be of more than local interest.

Cooperage and Cooperage Stock Manufacturers Must Go After Business

All members, however, united in declaring that the slack cooperage business had suffered no more from adverse conditions than had other lines of business. Business was not coming to the slack people, but was only to be had by the good, old-fashioned process of going after it.

The Elm Hoop Trade

Mr. F. G. Ormsby, of the Ferriday Hoop Co., Ferriday, La., said that his mill was sold to capacity, the price on 6 feet 9 inches being about \$17.50, and the prices on other lengths in proportion. His firm had considerable timber in sight, which he regarded as extremely fortunate, for the veneer people and the automobile people are in the market to buy elm, and they seem to care nothing about what price they pay. Hoop manufacturers, Mr. Ormsby claimed, can meet the veneer people with some hope of success, for they can make hoops out of smaller logs than the veneer men care to handle, but he could suggest no plan for offsetting the competition of the automobile crowd.

Apropos of the Flat Steel Hoop

Mr. Ormsby sees in the flat steel hoop a dangerous rival of the elm hoop, but criticizes no one for using it. Stave and heading men, when they cut out their stand of timber seek new locations, but when elm hoop people cut out they are more likely to engage in some other line of business, so if the demand for elm hoops is growing less his firm does not suffer, since the number of producers is growing smaller.

Mr. Ormsby is one of the younger members, and this was his first convention, so he was devoting most of his time to merely getting acquainted.

Other members of the hoop group sounded the praises of the good, old-fashioned elm hoop, and showed how it was superior in appearance and in service to the wire hoop.

Tropic Barrel Users Always Specify Wood Hoops

An exporter declared that so far as he was aware the tropic American barrel users had not yet discovered that the elm hoop had any rivals, and always specified wood hoops when ordering.

Price of Timber Justifies Expenditure in Manufacturing Spliced Hoops

In the general discussion various members declared that with the rising price of timber, which had recently advanced three or four dollars per thousand feet, it was necessary to utilize short lengths and broken hoops by making spliced hoops. This entails a large amount of labor, but the price of timber justifies the expenditure. The possibilities of the spliced hoop were, however, dependent on the care taken in its manufacture.

One member said that he had seen spliced hoops where the pieces had been reversed, and the thin edge of one piece was matched with the thick edge of the other piece. In other cases both ends had the flat lap, and in still other cases both ends of the spliced hoop were pointed.

With such methods, the speaker said, the spliced hoop would soon become an impossibility. To be a success, this grade must be given the same attention that was bestowed on everything else that was expected to hold its own on the market.

Stock Manufacturers' Difficulties Quite as Great as Coopers', Says A. L. Morris

Mr. A. L. Morris, of the Yazoo Cooperage Co., Yazoo City, Miss., said that he found the demand for stock highly satisfactory, though with the increasing difficulties that surrounded the manufacturer it was hard to make prices that would meet the ideas of the consumer. Prices, Mr. Morris thought, showed a rising tendency, but he had no way of helping it, for the high prices were due to causes wholly beyond the control of the mill men, whose difficulties were quite as great as those of the cooper could possibly be.

Unsettled European Conditions Effect Whole Industry, Says J. A. McKay

Vice-President J. A. McKay, of St. Louis, told the tight coopers' group that the unsettled conditions in Europe not only affected the comparatively few exporters of cooperage stock, but injured the whole trade. The exportation of stock, Mr. McKay said, had been reduced to a minimum and was a serious matter, but the reduction in the demand for barrels through the cessation of exports of flour and other staples, he proclaimed, was still more serious.

TIGHT GROUPS IN JOINT SESSION

The meeting of the tight stave and heading and the tight coopers' groups was called to order at 3 P. M. Tuesday, with Vice-President James B. Hall in the chair. The first speaker was E. J. Kahn, and he spoke on statistics.

E. J. Kahn Reports on Statistics

At our last meeting at St. Louis I think you will remember we had under discussion the matter of the almost necessity of securing statistics on our business. Other lines of business are enjoying a statistical service that gives them an idea of what their production is, what stocks there are on hand, and in that way they are able to govern the manner in which they operate. It has had the effect, in a number of instances, of stabilizing the industries. I don't think there is any doubt in anybody's mind here that our business requires something of that kind.

There have been a number of efforts made in the past to secure these statistics, and the association has done some splendid work along that line. However, the members seem to hesitate about giving the statistics, or possibly they are not "sold" on the necessity of having them. I don't know which it is. We have always felt that we are shooting in the dark in our business unless we knew something about our business—that is, the company itself, as it operates. How much more true that is when applied to an industry, you people can best judge.

I don't see how we are going to get at this thing unless we have some means of collecting the evidence by an unprejudiced party and have this evidence compiled also by a party who is not interested in the business in any way.

With this in mind, after our meeting, and after investigating how some industries co-operate with the government along statistical lines, I finally got in touch with the Director of the Bureau of Census of the Department of Commerce, and they are not only willing, but they are anxious, to accumulate and publish these reports from our members.

In the first place, let me state that the Department of Commerce has no authority to say what or what may not be permitted by law. I asked them for a decision on that. They referred to a booklet that is gotten out by them, called "Trade Association Activities," and in looking over that book I find that they don't want to have the figures of prices. That is a question that has not been decided by law, the question as to whether the selling prices of different commodities are to be published.

The Bureau of Census, in connection with the biennial census of manufacturers, compiles statistical information of the cooperage industry every two years. Now, you don't know of how little value to us in the business statistical information two years old is. Why give them the information every two years if you are not willing to give it to them, say, every three months, or, if you like, every month? If they compile this information every two years, why isn't it possible for us, with a little attention to it, to give them the information so they can get it out every ninety days? That is just a question in my mind.

In many instances, an association, supported by its industry as a whole, has requested the Bureau of Census to collect statistics from the entire industry. The results of these monthly inquiries are then published in a press release as soon as available each month and are also published in the "Survey of Current Business."

The Director of the Bureau of Census says in his letter: "The Bureau of Census is glad to assist any association in securing basic statistics, but this necessitates a considerable amount of work on our part if we are to collect the information. This is especially true in an industry like your own, where there are a large number of concerns from whom active co-operation would have to be obtained in order to secure results that would reflect the true condition of affairs. We, therefore, ask that any industry requesting us to collect figures give us its hearty backing as evidenced by the approval of its trade association and the pledge of support from individual members. Specifically, if your industry desires us to collect these figures, we should like to have a resolution passed by your convention promising co-operation, and, further, we would desire that your association put this plan before your members' individually and secure their adherence by means of pledges."

In regard to the actual data to be collected it "would be more effective if you plan to ask for only two or three items so that any manufacturer can reply promptly

and effectively each month. Promptness in reporting the individual figures is essential if we are to put out a report that is of value to the industry—a factor that should be impressed upon every manufacturer. We have not, as a rule, collected price statistics on our monthly schedules. As samples of schedules which have recently been adopted in monthly inquiries, I am enclosing herewith copies of blanks used in obtaining reports on wheat flour and malleable castings."

The people operating wheat mills—wheat ground and milling products—have this service, and it is wonderfully in detail. They get it out every month. Malleable castings, and oh, there are a number of them that get them out and believe that they are very valuable. The people manufacturing cast iron pipe are in the same shape. The pledge blank that they ask us to sign involves no financial obligation.

In closing, the Director says:

"You may desire to present the above at your convention, and, if your industry requests our co-operation in gathering statistics by the methods outlined above, we shall be pleased to go into the matter in more detail with such committee or representative as your association may appoint."

Of course, there is nothing to it except what we want to do. If we think it is of value enough to give a few figures to the Bureau each month—or any other period you state—and get something that we could not get for thousands and thousands of dollars, and that would mean a great deal to our industry, we can get it. If not, there is no reason why we should continue the correspondence any further. I would like to hear, before the committee goes on with any further correspondence or meets with the representative of the Bureau, how the different members feel regarding it, and we can see what action we want to have.

Mr. Latseo asked if the Department was to get information from those who were not members of the association, and Mr. Kahn replied, "I am sure, if non-members were addressed by the Bureau, they would be glad to give those statistics."

Mr. Latseo made the very wise rejoinder that "if we don't get the information from those that are not members of the association, the information don't amount to much," and he suggested that the point should be taken up through the Department of Commerce.

Mr. Kahn agreed that Mr. Latseo's suggestion was a good one and a move will be made to interest non-association members.

Chairman Hall said that, with a good many of the independent mills, "their output is controlled by some member of the association, in many instances, and I should think it would be proper in that instance for the man controlling that output to make the report, he, of course, getting his information direct from the manufacturer himself each month. However, that is a matter for your committee to work out."

Mr. Knox suggested that "before we leave this statistical subject, of course, we have to consider not only supply, but demand and consumption, and it seems to me that to carry this thing to a valuable conclusion we will eventually have to have statistics on the manufacture of barrels and the consumption. Otherwise you simply have statistics on the supply without figures on the demand or consumption."

Mr. Kahn said that he thought that "at our meeting in May it was intended that the report should include the barrels manufactured, and not only that, but the stocks of the coopers should be included in the stocks on hand. They were not to be divided. Stocks of staves in the country were to include the coopers' stocks as well as the stave people."

Chairman Hall said that he "believed officials were willing to use every effort within their power to advance the work of the association, and it is up to each member to hold up the hands of these officials and these committees, and if a statistical committee was appointed, manufacturers should make their reports to the government as agreed, and make them promptly, and we will get something out of this, I am sure, in the long run. At least, we will know where we are. So far as the cooperage end of it is concerned, I am sure that your committee will arrange all those forms."

The Statistical Committee, augmented by the appointment of Mr. W. K. Knox, was accordingly authorized to go ahead with their negotiations with a view to establishing through the Bureau of Census a Statistical Service for the tight branch of the industry.

James B. Hall Urges Trade Extension Support

"I want to make this statement," said Mr. Hall. "I don't think I can be called down on this—not that I care about being called down; it doesn't make any

difference one way or the other—but I believe it is a matter of fact that you coopers and stave men will observe, that from year to year there is less cooperage used and less staves made. All of you have your reasons. There are a number of different theories. I have none. All I know is, it is a fact that we have reached a result, and that result is that the cooperage people are not satisfied with their business, and the stave people are not satisfied with theirs. It is true prohibition has hindered us. On the other hand, there are different commodities that ought to be put in wooden barrels, to take the place of the barrels that used to be used for spirits and stuff like that. In other words, this country is growing, gentlemen. Every business is growing. Our business is not growing. It is declining. That is a plain statement and simple. It is a fact. Where is our relief? We all have our theories as to that, and one of them is this trade extension work. That brings that matter before us now. If there is any virtue in trade extension work we ought to find it out. The stave and heading people are willing to subscribe to that work. A committee was appointed at one of our recent meetings to draft resolutions along that line. I hold these resolutions. I want to read them to you." Mr. Hall then read resolution same as given by Secretary Hirt in General Session.

"The attitude of the stave and heading group of this association is that it will raise \$5,000 if the tight coopers will. That matter is open for discussion, and, if possible, to reach some conclusion in the matter jointly between the coopers and the stave people. It is open for discussion, gentlemen. We would like to hear from you."

Mr. Walbert, opening the discussion, made the comment that "we have been talking trade extension work now for several years and we are back where we started."

Don't Wait for the Other Fellow; Do Something Yourself, Says C. G. Hirt

After dilating on what had already been subscribed by the tight stock men and coopers, Secretary Hirt urged that the tight groups take action, by saying: "Don't you think it would be better to go ahead like the slack group did, and just forget about who is a cooper and who is a stave man and who is a heading man, and sign up your subscriptions, put it in the jack-pot and let us go ahead with it, rather than wait and say, 'Now if this fellow gives that much I will give this much?' You will never get anywhere that way unless you get together some way. It is all for your common good. It is all for one purpose. Now, the slack group would never have made the success it has if they adopted those plans. They just forgot about it and went ahead. In other words, it was taken as an advertising proposition to start with. I think if you do that, you will get better results."

The idea of designating a certain amount for each member to pay on a specified basis such as dues, was discussed.

Tight Coopers Must Take Action

"You have heard the resolution submitted to you by the stave and heading group," said Chairman Hall. "It is up to the cooperage people here, as I said, to take some action."

Mr. McKay, vice-president of the Tight Coopers' Group, and Mr. Krallman, spoke for the coopers, saying, that as there were not sufficient number of coopers on hand, there was no possibility of raising \$5,000 at the meeting, but that steps would be taken to get action at the annual in May.

Chairman Hall asked that Mr. McKay let the tight coopers know the action taken by the tight stave and heading group and to urge the same action on their part. This Mr. McKay promised to do and to report results within thirty days.

At this point H. P. Krallman gave an interesting story for the information of the members of how he got an oil company to ship gasoline in wood.

The Shipping of Gasoline in Wood

"I would like to have the privilege of relating to the members here just a little incident that occurred to us in St. Louis just a short time ago, and the thought came to me as to how many of our coopers are working along the same lines if they have the opportunity. The case I refer to was that I placed an order with one of the large oil companies in the city of St. Louis to ship several barrels of oil and one barrel of gasoline down to one of our stave mills. The salesman accepted the order, and after a while we received the invoices, which showed that only the oil had been shipped in the wooden package. I insisted upon the oil being shipped and the gasoline, also, in wooden containers, wooden barrels, and furnished personally the wooden barrels for that purpose. I didn't want the material to go down in the steel drum. And as I said a few minutes

ago, they shipped the oil but didn't ship the gasoline. I furnished a No. 9 ICC barrel for the gasoline. I called them up and asked them why the gasoline hadn't been shipped. They said: 'Well, we can't ship it.' I said: 'Why can't you ship it?'

"The railroad company will not accept it."

"Well, who told you the railroad company wouldn't accept it?"

"Well, we know they won't accept it."

"Have you made any efforts to tender that barrel of gas to the railroad company for shipment?"

"No, we haven't. We know they won't accept it. The rules are that gas must be shipped in steel drums."

"Well, I said, 'look into that matter further, please, and report to me within the next two days. I have got to have that gas down there, and I want it to go down there in a wooden barrel.'

"They didn't report, and two days afterwards I called them up and asked them whether the gas had been shipped. They said: 'No. Our traffic department says it can't be done.' So I asked them to please connect me with their traffic department, and after speaking to him very nicely for a few minutes, I asked him to cite me any authority that he had that the railroad company wouldn't accept that shipment of gas in a wooden barrel, and he said: 'Well, I haven't got the authority at hand here, but I know they won't accept it.' I said: 'Have you tendered that barrel of gas to the railroad company?' He said: 'No.' 'Well,' I said, 'you go and tender that barrel of gas and see what they have got to say, and if they refuse it, please let me know and I will see, and show them where they must take it. They can't get away from it. There is absolutely no law forbidding them, so long as I live up to the I. C. C. specifications, to accept that barrel of gas if it is turned over to them in good condition and isn't leaking in any way.'

"That matter passed off for a few more days and I called him up and said: 'What have you done about that barrel of gas?' He said: 'Well, I haven't done anything about it.' I said: 'Very well. You notify your sales department for me, and I shall notify them that the contract we have with them is hereby cancelled—that they are not living up to it.' It wasn't ten minutes after that until the sales manager rang me up and said: 'What's the trouble?' I said: 'No trouble on my part. You people won't live up to your contract and that is all there is to it. I have notified your traffic man to tell you, and I am telling you now that the contract is cancelled.' He said: 'Hell! No such a thing. I will see that they ship that barrel.' I said: 'Go to it.' The very next day we received the shipping notice that that barrel of gas had gone down. The barrel reached destination. I followed it up. The secretary of our company happened to be down there a week after the barrel had gotten down there, and he said the barrel had reached destination in perfect condition without a leak or a drop any place, and the arrangement was made with our factory superintendent that he would return that empty barrel to us in a car of staves to be used over again.

"I just wanted to relate that little incident for the benefit of the members. I wonder whether they have had any like experience of that kind, of the railroad companies refusing to accept them. I would also just add that there is a little point that could be followed up very nicely by the trade extension field man. I feel that that will really be one of the duties of the field man of the trade extension, and he can follow these points up just as he is doing in the slack barrel line."

As to Inspection

Secretary Hirt advised that the Executive Committee had passed on certain regulations in the inspection service that will provide for mill-yard inspection where there is a dispute. Secretary Hirt said: "The details will be worked out and you will probably be notified about that. In other words, after this has been worked out you will have the privilege of a mill inspection as well as a destination inspection where there is a dispute."

There being no other business before the body, the meeting was adjourned by Chairman Hall.

Group Meetings Overlapped

The times at which the various group meetings were held overlapped, and it was impossible for any member to be present at all the discussions in which he was interested. The association really undertook to crowd three days' work into one, but as few of the members could have spared the time needed to prolong the convention, so that each member could listen to and participate in all of the discussions, the program observed was the best one possible under the circumstances. Still, even with the strictest economy of time, few of the members had much leisure for visiting or sightseeing between the adjournment of the last meeting on Tuesday and the banquet in the evening.

The Banquet

The banquet, scheduled to begin at 6.30 P. M., Tuesday, was a most enjoyable affair, doing great credit to the committee that planned it, the famous hotel that carried out the plans, and to the guests, who could so promptly lay aside the cares and responsibilities of business and give themselves up completely to the spirit of good fellowship and camaraderie.

The table and its appointments were exquisite, the viands delicious, the conversation sparkling, the anecdotes were select, well told, and highly appreciated and some of the jokes were new.

The occasion was so enjoyable that hosts and guests alike were unconscious of the passage of time, and the small hours were growing long before the final good-nights were exchanged.

Business men meet each other so often on the opposite side of a deal that it is well for them to meet occasionally on the opposites of a well appointed table, so that each can realize what a good fellow the other is. The value of the business discussions of the convention is recognized by all, but if there had been nothing but the banquet to bring the members together, that alone would have made the coming worth their while. It did much to promote good feeling, and a better understanding among the members, and this is a great step towards attaining the spirit of co-operation so essential to the life of the trade.

Lucas E. Moore Leading Host at the Semi-Annual

The visiting members of the Cooperage Association were unstinted in their praises of the generous hospitality extended to them by the trade in this city, and the local members unite in saying that most of the credit is due to Mr. Lucas E. Moore, president of the Lucas E. Moore Stave Co.

The Lucas E. Moore Stave Co. has been continuously in business since 1850, producing tight barrel staves and heading, and has been one of the institutions of New Orleans since 1875, and he was, therefore, the logical head of any undertaking among the local trade for the entertaining of the Cooperage Association on their visit to New Orleans.

Other local men were active in the entertaining of the guests, but none more so than Mr. W. B. Charlot, manager of the local branch of The Ozark Cooperage and Lumber Co.

Mrs. Richards Entertains the Ladies

A most gracious hostess was Mrs. E. E. Richards, chairman of the ladies' reception committee, and it is safe to record that everything planned for the visiting ladies was excellently fitted to their enjoyment and pleasure. The plans for the ladies' entertainment included sight-seeing tours of the principal points of interest, tea at the Southern Yacht Club and a theater party on Tuesday night while the masculine element was feasting.

Members of Cooperage and Southern Pine Association Fraternize in the Lobby

While the Cooperage Association was in session the tax committee of the Southern Pine Association held meetings in the same hotel, to discuss matters of interest to their trade. The members of the two great associations fraternized in the lobby of the hotel, the representatives of each industry expressing regret that they were unable to attend the meetings of the other, as they had so many interests in common that any discussions of one branch would certainly be of value to the other.

Box and Shook Men Were Also in Convention Assembled

On the same dates the box and shook manufacturers of the South met in convention at the St. Charles Hotel, where general business conditions were discussed and views exchanged regarding the best methods of meeting their varied difficulties. Mr. W. Brown Morgan, of the S. T. Alcus Co., presided at the meeting, and the box and shook makers of the city did everything in their power to maintain New Orleans' reputation for hospitality, and to give the visitors the best possible time while they were guests in the city.

Humorous regrets were expressed that the time limitations made it impossible for the box and shook manufacturers to arrange a joint debate with the cooperage manufacturers regarding the respective merits of their various packages. Such a debate would have been both interesting and profitable.

New Orleans Weatherman Does His Prettiest

Apparently in honor of the convention, New Orleans weather assumed its most-delightful form. There was not a cloud in the sky, and the temperature ranged between 65 and 75 degrees. The parks were gay and the flowers on the avenues bloomed their fairest.

Tuesday night was unusually warm, but before day, Wednesday, the temperature dropped slightly, just enough to condense the vapor in the air into a dense fog that settled upon the town, so that street lamps were surrounded by halos, and were scarcely visible across the streets. On the river the foghorns roared continuously, and the bells on the ferry landings were rung constantly to guide the boats. At sun-up the fog began to clear, and the smokestacks of invisible steamboats rose above the mist that hid the vessels from view, so that the harbor seemed filled with sunken wrecks. As the sun rose higher the air cleared, and the sky was so bright that it seemed that the mists of the early morn had been only a spectacle arranged for the entertainment of visitors. One of the mem-

from November 1st to 7th, and in Philadelphia apples were tossed from gaily decorated trucks into thousands of waiting and appealing hands. Banners bearing the slogan, "Eat More Apples and Keep Healthy," were flying, and on every hand the "apple" was king.

LARGEST GRAPE CROP

Federal statistics, which show the 1923 grape crop as the largest in the history of the country, indicate a total production of 80,000 carloads of grapes in the United States during 1923, compared with 37,000 cars in 1921, according to local attaches of the Bureau of Agricultural Economics.

EASTERN APPLE EXPOSITION WAS BIG SUCCESS

Reporting on the Eastern Apple Exposition, held in the Grand Central Palace, New York City, November 3d to 10th, A. C. Hughes says:

"The Eastern Apple Exposition and Fruit Show at Grand Central Palace, comprising one of the largest displays of fruit, fruit products, orchard equipment and accessories to the industry that has ever been assembled, was opened on November 3d and remained in session every day and evening until its close November 10th.

"The exposition brought to New York large groups of growers from the eastern section and many others interested in fruit growing. Activities of these gatherings included a number of meetings of horticultural, agricultural and farm bureau societies. About 65 trade and industrial exhibits occupied the entire third floor of the Palace Building; our display of slack and tight barrels co-operated to make the very largest exhibit of its kind ever held in this section of the country.

"By special arrangement with the management, the film showing the process of barrel making, which is the property of the association, was thrown on the screen day and evening in the Palace Theater, and, judging by the interest and appreciation shown by spectators, served to greatly enhance our publicity campaign by causing many people to visit our booth to see wood barrels in reality, and to converse about them.

"Inquiries directed toward securing information on the use and non-use of apple barrels this season brought out the fact that in several large barrel-using sections only grade A apples were packed in wood barrels, grade B were packed in baskets or shipped in bulk, although the latter grade was packed in barrels last year.

"It was stated the cause for this change was the advance price of barrels over last year.

"Hampers, E-zy Pack, Fi-Bo-Boxes were on display. As formerly stated, the hamper holds out no dangerous advantages over barrel patronage, several growers stating their indifference toward it as an apple container.

"Growers reported this season's crop all harvested, and, in the main, packed and stored in wood barrels.

"Publicity, fraternal appreciation and the good will of fruit growers were the chief attainments secured from our investment."

FORESTRY EXPERTS SEEK TO AMERICANIZE CHINESE CHESTNUT

Whether Chinese chestnuts shall in the future contribute largely to the dressing of the American Thanksgiving turkey is a matter of considerable interest just now to the forestry specialists of the United States Department of Agriculture. It must be confessed, however, that they are not so much concerned with the toothsome of our frame at this particular 29th of November as they are with the nation's future supply of chestnut timber and chestnut trees for shade trees.

Forestry specialists are investigating Messrs. C. molissima, C. vilmoriana, and others of their brothers and cousins primarily to find a species that will be a fitting substitute for the American species and at the same time resist successfully the chestnut blight which is now sweeping through the South Atlantic States and threatening to destroy utterly the American chestnut.

APPLE WEEK IS CELEBRATED

In line with celebrating "National Apple Week," sponsored by the International Apple Shippers' Association, all cities lent a hand. The time designated was



MISS JOSEPHINE SALKE AT THE EXPOSITION—SELLING APPLES FROM A GIANT BARREL CAPABLE OF HOLDING 3,500 APPLES

bers from Pittsburgh said that he had never seen that New Orleans fog equalled by anything in the Smoky City.

The Red Cross people had the barrels, in which their standards are set, freshly painted in honor of the cooperage convention.

In front of a clothes-cleaning establishment on St. Charles Street there is an attractive sign, a barrel bearing the legend, "Step into our barrel, while we clean your clothes." This was a good business pointer for the visiting salesmen, who admitted that they had been overlooking the possibilities of the laundry and clothes-cleaning trade, all of which should keep barrels for the convenience of the patrons.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

BUFFALO COOPERAGE MARKET

The flour-barrel demand is on about the same scale as a month ago. Some export barrels are being taken, but the financial situation in some European countries limits the trade, and there is also much competition from Canadian flour, which is building up a foreign trade faster than the American product. Reports from Canada show that the milling business there is much more active than it is on this side. There are not so many mills, and on this side the line the millers say competition is so keen that it is going to be a case of the "survival of the fittest."

Judging from Apple Prices, Growers Can Afford to Buy Barrels

From all appearances the farmer who has apples this year is going to get a good thing out of the crop. The yield was only moderate and prices are sometimes as high as \$2.50 a bushel wholesale, or about \$7 a barrel. This means a good thing for the farmer, especially if he has the trees that he should have. For instance, a report in a local paper states that a certain farmer who does not by any means live in the center of the apple district has been selling his McIntosh apples for some years at from \$7 to \$10 a barrel, and getting as much as 18 barrels the tree for entire rows in his orchard. This is \$150 a tree and is, perhaps, the highest income a farmer could get from anything he undertook. He at least can afford to buy barrels.

No Windfalls This Year

An absence of high winds this fall has been of advantage to the apple grower, as he has not had to sell so many windfalls. This has made a difference of price of as much as \$1 to \$1.50 per bushel, and it has also meant that the cider manufacturers have not found as many cheap apples as they often do.

Another New Flour Mill

Another new flour mill of 2,500 barrel or more capacity is expected in this city, to be built by the Russell-Miller Milling Co., Minneapolis, which bought a site here some months ago. A number of contractors are figuring on specifications for a ten-story mill. The new Pillsbury flour mill, which has been under way for a number of months, is making good progress and will be finished early in the year. When the new capacity gets into operation there ought to be quite a revival of the slack cooperage trade in this city.

The Slack Stock Market

Slack cooperage material has eased off somewhat in price during the past month, owing to the light buying. Stock has been so high that the coopers have found much competition from other packages, especially from baskets in the apple trade.

Saur Kraut Trade Makes Fine Tight Barrel Demand

One of the industries of western New York which gives a good deal of business to the tight cooperage trade is the manufacture of sauer kraut. Few persons realize the importance of this industry. It is stated that at least 25,000 tons of sauer kraut will be manufactured in the territory around Geneva, N. Y., this year, and it is claimed that that section is the largest in the world. A writer who discusses the growth of sauer kraut into public favor, says:

"Fifteen to twenty carloads of cabbage are ronted to sauer kraut mills in or near Rochester every day, and there the cabbage, through the agency of salt brine

and fermentative processes, is made into kraut. Immense quantities are canned, and barrels are filled with the mixture for bulk distribution. Many Rochester delicatessen stores are quoting sauer kraut at eight cents a quart."

Apple Exports

The great growth of export trade in apples from Canada may be appreciated from statistics lately made public. In 1907 these exports amounted to only 38,811 barrels, while in 1913 they had increased to 1,117,336 barrels. Most of the apples go to Europe, principally to the British Isles. Some of the Pacific Coast apples are going to Europe via the Panama Canal.

Personal and Trade Notes of Special Interest

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., is one of the directors of the new Buffalo Athletic Club, which has lately completed a fine club house on Niagara Square, opposite the new Hotel Statler. The club is very popular with business men of the city who are fortunate enough to be members.

The Buffalo Builders' Exchange is now located in the office building of Willis K. Jackson, of Tindley, where it occupies the entire third floor. When the exchange quarters were first opened they were inspected by several hundred persons.

The Quaker City Cooperage Co. states that trade is about the same as a month ago. This company has been making some apple barrels, in addition to supplying flour barrels for local mills.

ASSOCIATION BULLETINS

Kiln Drying Course

We have been asked by the Forest Products Laboratory, Madison, Wis., to announce that they are now getting ready for the next group of classes, included in which is that of kiln drying. This course covers the design, construction and equipment of kilns; operation of kilns for drying different commercial species; characteristics of different species as related to proper methods of drying; common defects in kiln drying and how to prevent them; effect of kiln drying on the wood as compared with air seasoning. Co-operative fee, \$150; next course, December 3d to 14th. Last month 25 individuals from all parts of this country and two from foreign lands attended the kiln drying course.

Directory of Exporters

The Lumber Division, Department of Commerce, Washington, D. C., has now issued its "Directory of Exporters of American Lumber and Wood Products, Miscellaneous Series No. 120." This book contains the names of many of our members. Copies may be secured at 10 cents each from the Superintendent of Documents, Govt. Printing Office, Washington, D. C.

New Shipping Method—California Grapes

According to tests made this season by University of California experts, California juice grapes can now be successfully shipped to the East in box cars, doing away with reefer service and the additional \$75 car icing charges now imposed.

The process requires that the fruit be packed carefully in air-tight kegs and that it be lightly sulphured. This will keep the fruit 30 days, or long enough for use in manufacturing grape juice; a stale taste is given to the fruit making it unfit for table use, but if the grapes are crushed within a day or two after the kegs are opened none of this taste will be found in the juice; the fruit will not mould or ferment while in transit at

NEW YORK CITY, N. Y.
CHICAGO, ILLINOIS
THEBES, ILLINOIS
LOUISVILLE, KENTUCKY
RIVES, MISSOURI
CROWDER, MISSISSIPPI
ST. JOSEPH, MISSOURI
MOBILE, ALABAMA

ordinary temperature. Experts say that if the kegs are kept closed there is no reason why the grapes should not keep for at least 60 days or even longer, thus enabling the shipments of car lots to eastern markets and later re-distribution of small lots to the smaller markets. This method of shipping grapes would mean a further extended use of cooperage.

Exhibiting Apples in Packages

Mr. James Nicol, president of the Michigan Fruit Growers, Inc., is advocating the display at shows of apples in barrels, bushels and boxes, rather than in plates and trays. As reported in *The Packer*, Mr. Nicol states that "we are educating people to expect too much of our fruit when we exhibit in plate and trays, as usually our display in these classes is all we can find of that grade of fruit in our entire orchards. Commercially, I believe we would be better off if our shows restricted the classes to bushels, barrels and boxes and put the kind of fruit in them of which we have millions more just like them."

New Rates to Carolina Points

Southwestern carriers now provide through rates on lumber and other forest products from Arkansas, Missouri and Louisiana points west of the Mississippi River to Carolina points, which are considerably lower than the rates heretofore in effect.

The rates referred to are published in the following issues and become effective on dates shown:

Frisco tariff 4155, I. C. C. 8255, effective October 25, 1923.

C. R. I. & P. tariff 32261, I. C. C. C11258, effective October 24, 1923.

St. L. S. W. tariff 7914, I. C. C. 4187, effective October 27, 1923.

Mo. Pac. tariff 1110 K, I. C. C. A5957 (Sup. No. 1), effective October 5, 1923.

Foreign Markets for Cooperage

A bulletin entitled "Stave Trade in Foreign Countries" has been issued as Miscellaneous Series No. 118, by the Lumber Division, Department of Commerce, Bureau of Foreign and Domestic Commerce, Washington, D. C. Copies can be obtained at 15 cents each from the district offices of the Bureau of Foreign and Domestic Commerce, or from the Superintendent of Documents, Govt. Printing Office, Washington, D. C.

Change in Auditing Income Tax Returns

The Bureau of Internal Revenue advises that in order to expedite the auditing of income tax returns, a change in the regular procedure has been made to the extent that local revenue agents will now hold their original reports on an audit for 20 days, so that the taxpayer, who will be furnished a copy of the report, may make comment or furnish additional information that may result in a reinvestigation of the case.

McNEILL COOPERAGE CO. FINDS BUSINESS INCREASING

"Like every other line of business," says the Easton, Pa., *Free Press*, of November 24th, "that of cooperage is coming in for its share in the general prosperity that is abroad in the land. This is only natural when we realize the important part this industry plays in the export trade of a community. This has been exceptionally true of The McNeill Cooperage Company, with offices in the Northampton National Bank Building, which has maintained a reputation for excellence in this line of business. For many years they have been giving complete satisfaction to an ever-increasing number of those who have need for slack, casks, kegs and barrels and other like articles of commerce."

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COMPLETE STAVE AND HEADING OUTFITS

Used machinery rebuilt by experts, production guaranteed.

STAVES

Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney, Oram, Dreadnaught, Gerlach. Jointers, Oram, Gerlach, foot power. Cutters, Greenwood No. 3 and No. 4. Crossers, Oram, Gerlach, Holmes. Presses, Wayne, Hoosier.

HEADING

Saws, Noble, Greenwood, Trevor, 48" to 60". Planers, Trevor, Rochester, 20" and 24". Turners, Greenwood, Trevor, Gerlach, Oram, Rochester. Jointers, Greenwood, Trevor, Oram, Rochester. Presses, Noble, Greenwood.

MISCELLANEOUS

Knife Grinders, Noble, Defiance. Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

FOR SALE:

One Greenwood single stave chamfering and crozing machine.

One Greenwood stave equalizer for 24-inch staves.

Five Widdowson 32-inch knife jointing machines.

One Widdowson 26-inch knife jointing machine.

One Gerlach double-wheel, 46-inch stave jointing machine.

Address TREXLER COOPERAGE COMPANY,
Allentown, Pa.

FOR SALE—

One Oram tight barrel stave jointer.

One six-knife stave lister.

One Battle Creek drag saw, tight and loose pulley.

Two all-steel sawmills used for flitching.

Two 100-horse boilers.

And lot of other stave machinery.

Write us for prices.

DINWIDDIE STAVE CO.,
708 Intersouthern Building,
Louisville, Ky.

FOR SALE—

One Oram lathe.

One Holmes heading-up machine.

One Glader hoop punching machine.

One Oram riveter.

One Oram flaring machine.

Address "COOPERAGE," care "The National Coopers' Journal," Philadelphia, Pa.

FOR SALE—

One Grotne heading-up machine.

One Oram keg jointer.

One thousand truss hoops for 5, 10 and 15-gal. kegs and for 47 to 54-gallon barrels.

MONTGOMERY STAVE & COOPERAGE CO.,
Montgomery, Alabama

FOR SALE—

One Oram hoop driving machine, practically new.

Address W. L. BRISTOL, 278 South Lake Street, Aurora, Ill.

FOR SALE—

Holmes No. 48 hoop driver.

Brady double-end trusser.

St. Joe Stapling machine.

Toledo hoop welding outfit.

Bliss hoop-forming machine.

60-inch Greenwood heading jointer.

Greenwood power-feed heading jointer.

Whitney 20-inch stave saw.

Oram double-wheel stave jointer.

All machines guaranteed.

WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

MACHINERY FOR SALE

FOR SALE

REBUILT STAVE AND HEADING MACHINERY

Two Greenwood Heading Turners.

One Heading Sawing Machine.

One No. 4 Stave Cutter.

ROCHESTER BARREL MACHINE WORKS,

Manufacturers of "Greenwood" Stave

and Heading Machinery,

Rochester, N. Y.

FOR SALE—Real bargain, with easy terms; full equipment of barrel machinery for manufacturing tight barrels of 5-gallon to 145-gallon capacity, complete and in good condition, with all supplies. Address "EQUIPMENT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SECOND-HAND BARRELS FOR SALE

FOR SALE—Five thousand white oak, 50 to 52-gallon, once-used fruit and milk barrels, suitable for cider, grape juice and home beverages; also, five cars each of new red and white oak 5, 10, 15, 25, 50-gallon kegs and barrels. Quote us your top-notch prices f. o. b. Philadelphia. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

FOR SALE—Approximately 2,000 17-gallon softwood kegs, dropped head; used only once; last contained litharge; at an attractive price. Address A. E. YASINOWSKY, 2548 Broadway, Cleveland, Ohio.

FOR SALE—3,500 No. 1 double-head apple barrels. Quote best price f. o. b. Philadelphia. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

MISCELLANEOUS PACKAGES FOR SALE

FOR SALE—180 galvanized drums, 40-45 gallon capacity, rolled iron hoops, 34-inch holes on each end of drum, formerly held carbon bisulfide. We also have one trip drums for sale. Address WESTCHES-TER COOPERAGE, 210 Yonkers Ave., Yonkers, N. Y.

MACHINERY WANTED

WANTED—One barrel-washing machine for washing oil barrels inside and outside. AMERICAN BARREL CO., 303 Bridge Street, Salem, Mass.

WANTED—Slack barrel machinery. A chamfer and crozer; a hoop riveter; a hoop expander and a windlass. Address "MACHINERY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Steam boiler, about four or five horsepower; in first-class condition. GLUCK BROS., INC., Perth Amboy, New Jersey.

FINISHED BARRELS WANTED

WANTED—We are at all times in the market for straight cars of 55 to 60-gallon hardwood milk barrels; quote us your lowest prices delivered Detroit. MICHIGAN COOPERAGE CO., INC., 2750 Scotten Ave., Detroit, Mich.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.

Tanks—300 to 18,600 gallon capacity.

Casks—85 to 6,000 gallon capacity.

Vats and tubs—275 to 4,000 gallon capacity.

Write for detailed list, prices and dimensions.

Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—TIMBER LAND

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousas, La.

STOCK WANTED

OAK CUT-OFF STAVES WANTED

OAK STAVES—We want from five to ten cars

oak cut-off staves, white, chestnut and red.

If you can not furnish cut-off, quote quantity

and price on regular sawn staves for 5, 10 and

15-gallon tight kegs. Address "WOODEN

WARE," Box 1556, Richmond, Va.

SECOND-HAND BARRELS WANTED

WANTED—From five to six cars of second-hand, single or double-head nail or rivet kegs that have formerly held 200 pounds of nails or rivets. Quote prices delivered Canton or f. o. b. point. We are also in the market for a few cars single-head heavy cooperage suitable for tar. Write us your offerings. Address CANTON BARREL COMPANY, Eleventh Street, S. E., and B. & O. tracks, Canton, Ohio.

WANTED—Mixed carload of 50-gallon coca-cola malt and denatured alcohol barrels. Quote lowest price f. o. b. Indianapolis, in first letter. Address JACK COHEN COOPERAGE WORKS, 115 West Norwood Street, Indianapolis, Ind.

WANTED—Five carloads of heavy gauge gasoline drums, preferably galvanized iron; must be in first class condition. Also, 2,000 vinegars, with 50 per cent. dago wine and pickle barrel allowance. These barrels must be heavy charred, sound, clean and well coopered. Quote your best prices on all the above, f. o. b. Philadelphia. Address HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WANTED—A man experienced in manufacture of pine heading, to invest from \$5,000.00 to \$10,000.00 with us in a new plant. Must be able to build with economy modern mill and conduct the business from tree to finished product. Address "PINE," care "The National Coopers' Journal," Phila., Pa.

WANTED—A slack stave and heading mill to run on contract or commission basis. Have had 26 years' experience and can give best of reference. Will go anywhere. Address "CONTRACT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To purchase staves for some good cooperage company. Have had fifteen years' experience and can give best of references. Address "STAVES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

PLANT FOR SALE

FOR SALE—The plant, machinery, timber and other property rights of the McGehee, McCracken Veneer Company, Livingston, Ala. Plant covers ten acres of land which are owned by the company and is situated on the railroad right in the town of Livingston. Plant is operating and can be inspected at any time. For full particulars address MONETTE, TAYLOR & DOZIER, Trustees, Box 2511, Birmingham, Ala., or J. A. MITCHELL, Livingston, Ala.

FOR SALE—My entire holdings, which consist of 55 per cent. of the common stock of an old-established concern—manufacturers of and dealers in barrels, boxes and crates. Every department is working at its full capacity; output between \$20,000.00 and \$25,000.00 per month. Factory and yards, located in northern Ohio, cover about four acres of ground and are located on the New York Central Railway.

Address "FACTORY," care "The National Coopers' Journal," Philadelphia, Pa.

POSITION WANTED

WANTED—By man 35 years of age and married, one who is thoroughly experienced in slack cooperage from woods to finished barrel, position with reliable firm, either as superintendent or manager of plant. If interested in one who can produce results, address "MANAGER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position as slack barrel machine foreman; have had 20 years' experience and can give good references. Address "FOREMAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

HELP WANTED

WANTED—Reliable, experienced man as filer foreman for one-saw slack cooperage plant in Florida, located in good town with excellent living conditions. Give references when writing. Address "FLORIDA," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Manufacturers of and
Dealers in all kinds of

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Red, Water and White Oak Staves. Also Slack Barrels—Pine Staves
PLANTS—Quitman, Ga., and Loughridge, Fla.
Address all Correspondence and Orders to QUITMAN, GEORGIA

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SAWN CHESTNUT, DRESSED OR ROUGH

YOU WILL LIKE THEM—WRITE US NOW

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Manufacturers of all kinds of

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Also Kiln-dried and Jointed RED OAK STAVES and CIRCLED HEADING

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GRADES GROWN

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Our new plant location gives us a storage space for 20,000 barrels, so that we are always equipped to fill all orders promptly.
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30 YEARS' EXPERIENCE
Can Furnish You Barrels for All Purposes
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We buy and sell in car lots or less
OIL, GLUCOSE, LARD, WHISKY,
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FREIGHT RATES TO
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Manufacturer of
34" OIL BARREL STAVES
Shorts 24" to 30" long
Prompt Shipments
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Manufacturers of COOPERAGE STOCK, COOPERAGE and
WOODEN WARE—TIGHT and SLACK—OF ALL SIZES
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MAIN OFFICE AND FACTORY: 1101 Illinois Street, San Francisco, Cal.
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CHICAGO OFFICE: 360 Old Colony Building, Chicago, Ill.

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Manufacturers of
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We are large buyers of Slack Cooperage
Stock of all kinds, and we want your prices
N. & H. O'DONNELL COOPERAGE CO.
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WINE, PICKLE and OIL COOPERAGE
ALWAYS IN THE MARKET FOR SQUARE HEADING
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Are you in touch with buyers of your
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TRY THIS SPACE

Dublin Hardwood Stave Co.
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Manufacturers of
Air Dried and Listed Tight Barrel
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Red Oak, White Oak, Ash
PORK STAVES
All kinds of Cut-Offs and all kinds of Hand-
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P. O. Box 171 - Dublin, Ga.

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Manufacturers of
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Milk, Oil and Lard Tierces
and Kegs
7632 Kinsman Road CLEVELAND, O.

A. L. POESSEL & COMPANY
Tight and Slack
Cooperage Stock
Staves-Hoops-Heading
Quotations Cheerfully Made
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Manufacturer of
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Staves
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ORDERS solicited for
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Local coopers supplied.
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S T A V E S S T A V E S
Superior Missouri-grown timber
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ALL LENGTHS ALL GRADES
LET US SUBMIT QUOTATIONS
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BUILDERS OF MACHINES for the manu-
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Hand Type and Automatic Variety Lathes are
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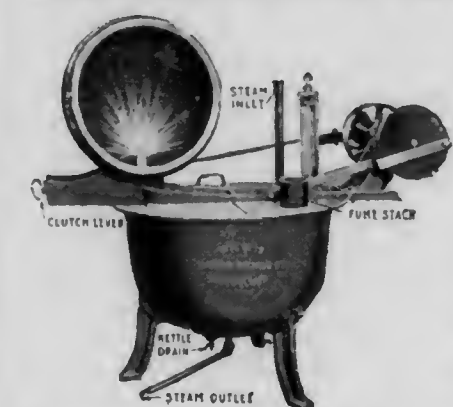
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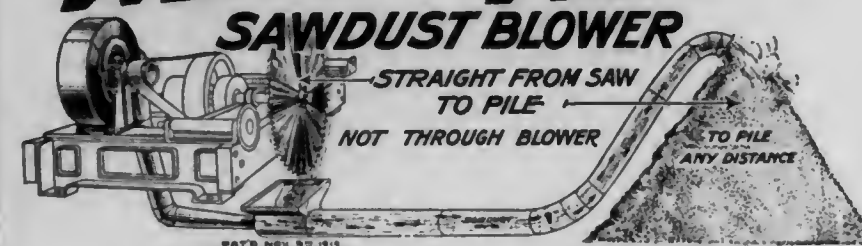
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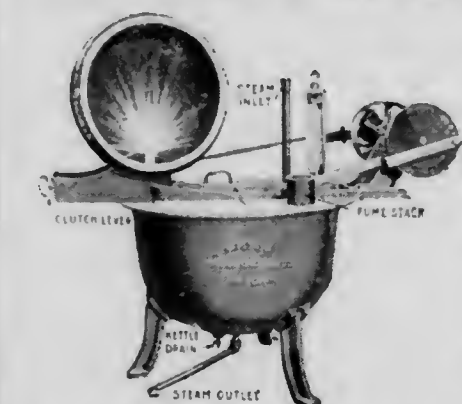
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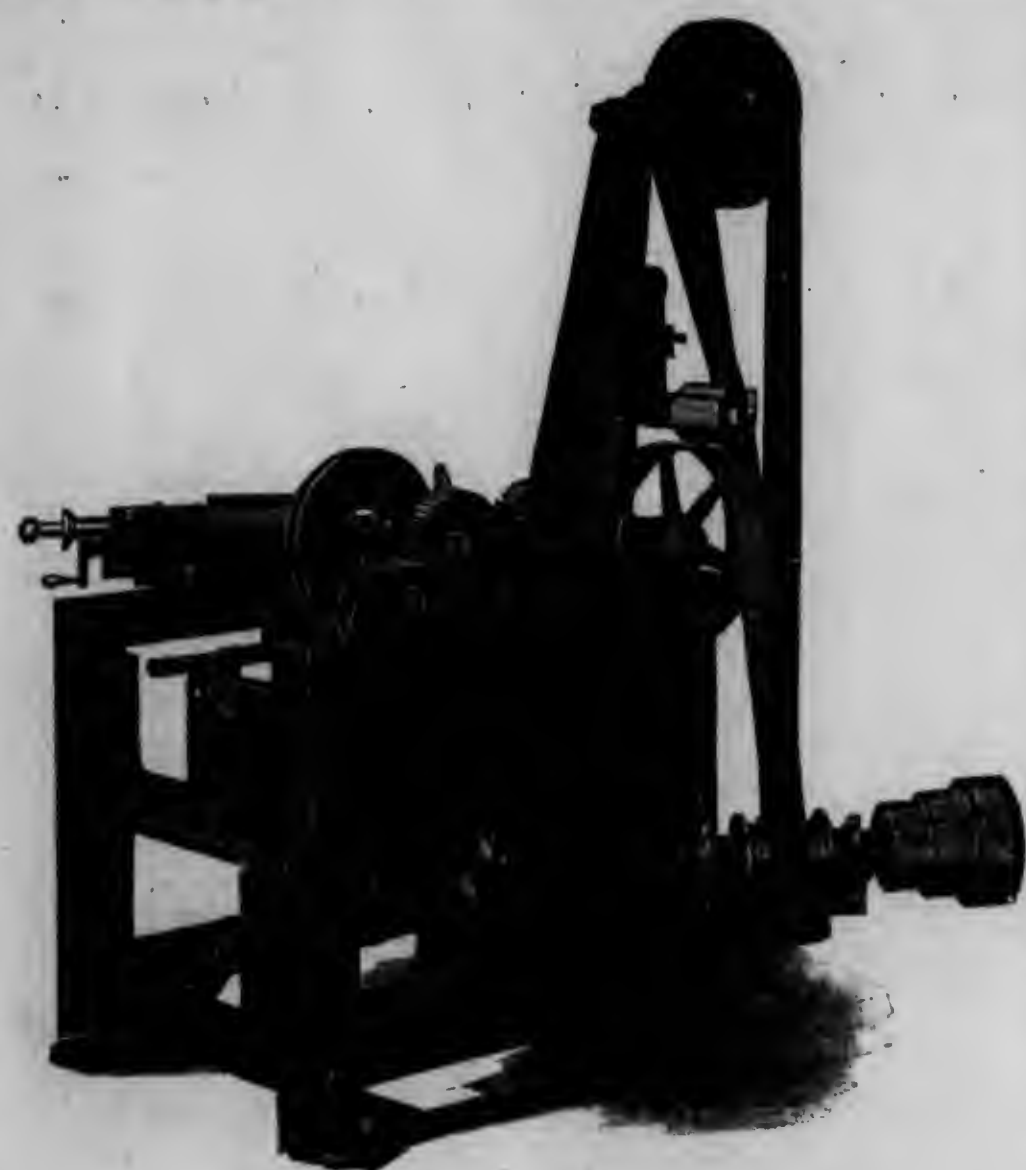
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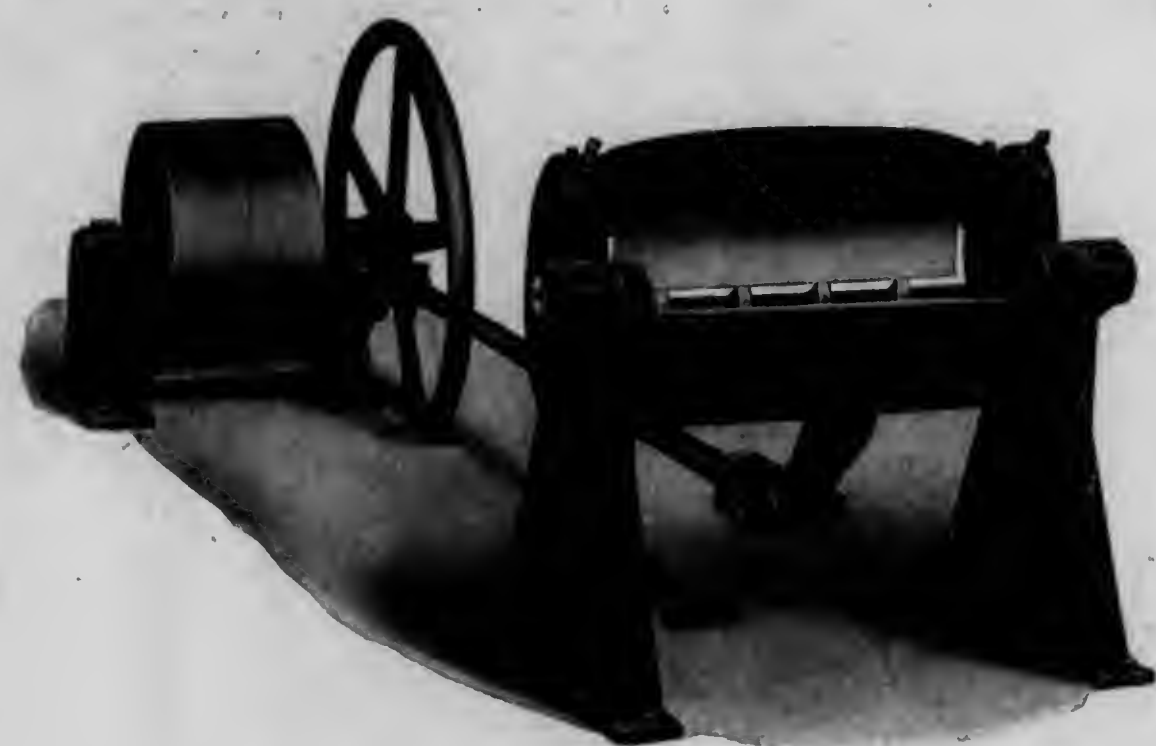
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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

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No. 9

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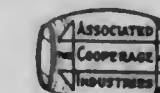
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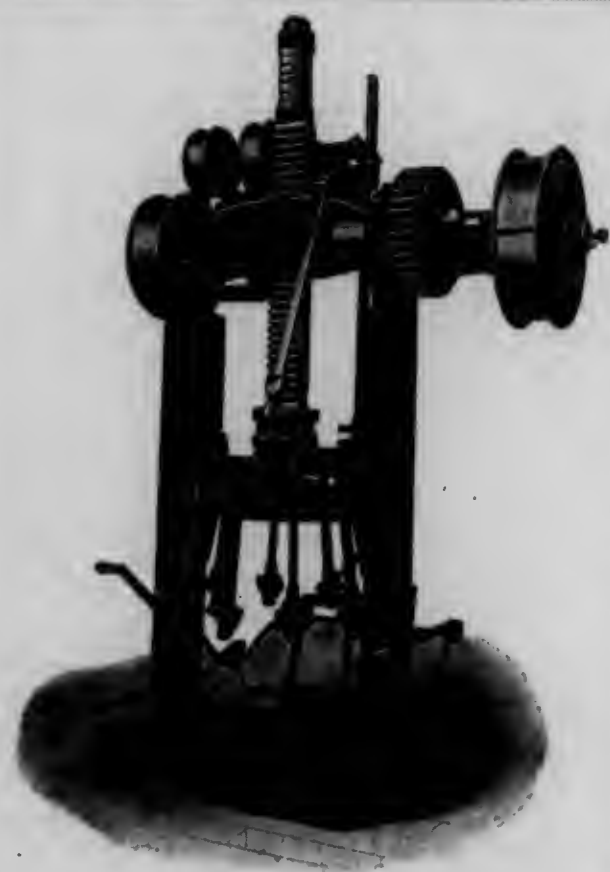
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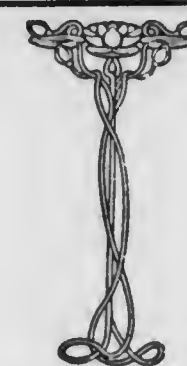
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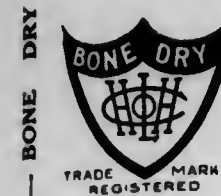
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January, 1924

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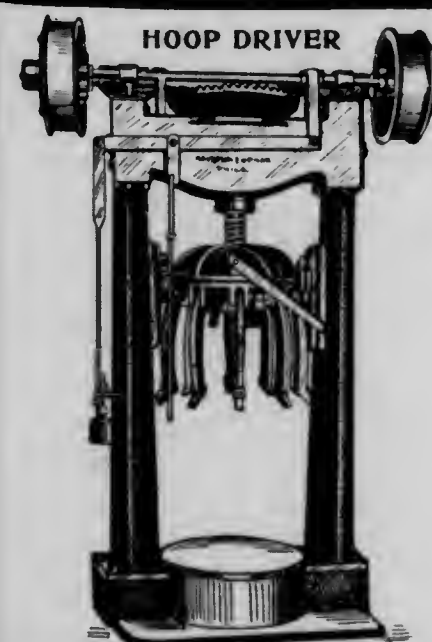
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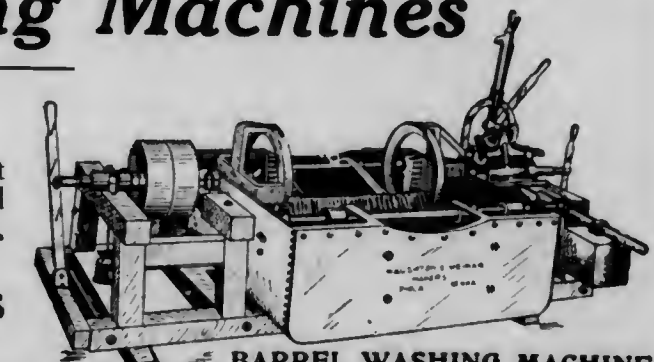
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TRADE REVIEW AND BUSINESS FORECAST FOR 1924

ELIMINATING OF HIGHLY SPECULATIVE FEATURE OF THE COOPERAGE INDUSTRY, WHICH PENALIZES THE CONSUMER, WILL MEAN REGAIN AND INCREASE OF TRADE, SAYS E. A. POWELL

MEMPHIS, TENN., December 21, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Acknowledging your very kind invitation of December 12th to write you a letter on cooperage conditions, I take great pleasure in replying.

Any serious attempt to diagnose present conditions in the cooperage business or to forecast the future must take into account not only the happenings of the war period but pre-war conditions also.

Previous to 1917 we had fairly well established relations between cooperage consumption and cooperage production, and while we had market fluctuations from time to time, they were usually temporary and the price movement up or down was not wide enough to bring serious loss either to manufacturer or consumer. This comparative stability encouraged the carrying of reasonable stocks and stimulated the use of the barrel, for it allowed the computation of package cost for many months at practically a stationary figure.

During the war period, when the consumption of cooperage was increased enormously, naturally the production increased in an effort to fill the demand. Cooperage stock, along with other commodities, went to record prices, and many consumers in their desire to keep themselves stocked over bought and found themselves, when the time for liquidation came, with filled warehouses and unfilled purchases far in excess of their requirements, in many cases at prices that were ruinous as compared with the then market. The memory of losses suffered at that time by consumers of cooperage stock has something to do with present cooperage conditions.

The cooperage manufacturer was overplanted for two reasons. Production had been increased during the war to a point that could not be taken care of during normal times. Many consumers, remembering the violent fluctuations which were not only hazardous, but which made it impossible for them to figure a fixed price for their package for any length of time, bought substitutes not so susceptible to radical changes in price. With the comparative stabilization of cooperage markets, some of the business lost has been regained and gradually the production is being reduced to keep step with a normal consumption. The amount of lost business which we will regain and the amount of new business which we will develop will depend upon how earnestly we labor to improve conditions between customer and consumer and how intelligently we direct our efforts toward eliminating the highly speculative feature of our business which penalizes the consumer of our product. We have, indeed, neglected our opportunities if the lesson given us late in 1920 has failed to make us think seriously of what is necessary to protect our industry, which naturally inclines toward decadence and which will follow this inclination if we fail to take vigorous steps to prevent it.

Someone has truthfully said, "Business is sensitive and goes where it is well treated." The task of the cooperage manufacturers now is to erase from the mind of the barrel consumer the memory of the high priced cooperage stock left on his hands when the abrupt decline came and of convincing him that he may now safely purchase adequate stock to insure himself good service without danger of serious loss. It will be necessary to develop a spirit of co-operation between the producer and the consumer and a feeling of confidence that each is trying to make a better barrel and a reasonable profit, aiming in the end to effect the only thing that can make the cooperage industry prosperous, and that is an increase in the consumption of barrels.

Our trade extension bureau is doing an excellent work, but it will fail of its ultimate purpose if we do not in some way rid the consumer's mind of the idea that a purchase of a quantity of cooperage stock is likely to bring him a serious loss. While we undoubtedly

have the most efficient container manufactured, there are substitutes which serve very well and which offer as inducement for their use lower prices and a percentage of variation in price which is negligible when compared to that of the barrel.

A forecast as to what conditions will be in a few months is comparatively simple, for the weather is reducing production and stock will be scarce, which means prices will be somewhat higher, in our opinion, but what conditions are to be over a long period is going to depend upon whether or not we take a broad business-like view of what our difficulties are and take intelligent action to overcome them.

Yours very truly,

POWELL COOPERAGE COMPANY,
E. A. POWELL, President.

RETURN BY COOPERS TO FORMER PRACTICE OF KEEPING THEIR STOCK REQUIREMENTS FILLED WOULD HELP TO STABILIZE MARKET, SAYS T. J. WALBERT

BATESVILLE, ARK., December 18, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The writer can offer no explanation for the present depressed cooperage conditions except to say that, along with all other lines of business, there seems to be a hesitancy, a feeling of fear as to the future trend of prices. With reference to the supply of cooperage material—both staves and heading—would say that if there were a normal demand there would not be enough to fill the requirements by forty per cent. If a reasonable demand develops during the first half of 1924, it is the opinion of the writer that prices will greatly increase. There can not possibly be very much cooperage material produced in the lowlands during the next six months and we do not expect to see over thirty per cent. of the normal production in the hills before September, 1924.

It would appear to us that if the cooperage interests had taken on a reasonable supply of material during the last half of this year, instead of getting out of the market as they did, for the purpose of depressing the market, it would have been the means of bringing about stabilized prices. Owing to the unsettled conditions in all lines of business during the past three years, the stave and heading manufacturers have proceeded with caution in the manufacture of cooperage material. This has brought about a minimum supply of staves and heading, which is now being carried by the cooperage material producers. We would not be surprised to see quite a shortage of this class of material before April or May of 1924. Consequently, this will mean to the coopers and the consumers of the barrel much higher prices than are now in effect.

We believe that if the barrel manufacturers would adjust their buying so that they could take on a reasonable supply of material throughout the year and arrange to keep their requirements filled, as was the custom prior to 1918, we would have a more stabilized market than we have had during the past three years. The coopers go out into the markets spasmodically, and when it appears that there is going to be a shortage of cooperage material they become frightened, especially so if they have a small supply, and purchase the material at any old price that may be asked. Certain interests in the cooperage material producing territories take advantage of this fact to push the prices upward to the limit. The result is a fluctuating market. We believe that a stabilized price on the different classes of material would be vastly better for all concerned. Wishing you the compliments of the season, we are

Yours very truly,

MT. OLIVE STAVE CO.,
T. J. WALBERT, Sec.-Treas.

HAVE HAD FAIRLY GOOD YEAR

CHAS. R. SAVAGE, ONLEY, VA. Our season is over for the present year—we will not start again until the last of April. Have had a fairly good year. I am in the market for crozed pine staves for slack barrels, March to June delivery.

WALKER L. WELLFORD INTERESTINGLY CONTRASTS FOREIGN AND DOMESTIC TIMBER CONDITIONS, OUTLINING THEIR EFFECT UPON THE COOPERAGE TRADE

MEMPHIS, TENN., December 15, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

You do us a great compliment in intimating that we are worthy of being dependent upon to give you information which will be of value to the trade.

A few years ago we might have agreed that you were correct, from several standpoints, because we felt we did know the cooperage business and we had more confidence in our predictions, but now, after two or three years of very poor guesses on the future, and the fact that the cooperage business has changed so entirely that we know nothing about it, it would hardly be fair to put before the public our views without first letting them know our opinion as to the value of it.

Nineteen twenty-three was a very good year for cooperage up to the first of October. Since that time it has been exceedingly poor and so far as the outlook now is concerned, it promises to be poorer. This is true of domestic as well as export of tight cooperage. In the slack barrel business, however, I understand that conditions are very good and stocks are low and prices very satisfactory.

What a great many people predicted would be the outcome of the world war is now bringing forth results. We find that conditions everywhere, outside of the United States, are in a very bad fix and that people are not purchasing anything that they can get out of purchasing. The European countries are working up their timber supplies, which they were conserving, and, while in the future we will feel the result of this and the demand for our forests will be greater than ever from Europe, this is not going to come about until the government realizes that they are now depleting Europe of the little timber that is left.

For instance, timber from Germany, Austria, Bohemia and Russia delivered in England is at so much lower than the United States can afford to ship that the business from here has practically died out. Of course, there are and always will be a lot of people who will continue to buy their lumber from the people who they purchased from before, but you are continually running up on quotations from these countries above mentioned that are absolutely ridiculous compared with the costs that we have in this country now.

I am not a pessimist and I believe the cooperage business for 1924 will be equally as good as it was for 1923, but we might see dull times during the early part of the year, instead of the latter part, as we have this year. I do not believe the presidential elections have anything to do with conditions any more. A few years ago they did have, but not lately.

With kind regards and best wishes,

Yours very truly,

CHICKASAW COOPERAGE CO.,
WALKER L. WELLFORD, Pres.

FUNDAMENTAL CONDITIONS ARE SUCH AS TO INSURE CONFIDENCE IN THE BUSINESS OUTLOOK FOR 1924, SAYS F. J. KOSTER

SAN FRANCISCO, CALIF., December 20, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Cooperage trade on this coast, so far as we have been able to observe, is quiet. With us the winter months are usually a dull season. Our winter has been mild and agricultural processes have therefore been retarded, but not to the point of causing any serious alarm. Very recent rains have helped the situation.

The outlook for the coming year is satisfactory. In our opinion, business throughout the United States bids fair to be good in the year 1924, so that we look forward with confidence so far as concerns the fundamental conditions under which our operations will be conducted.

Yours very truly,

CALIFORNIA BARREL CO.,
F. J. KOSTER, Pres.

WALTER C. HARTMAN CITES SOME CHANGES IN THE COOPERAGE INDUSTRY DURING TWENTY-FIVE YEARS OF ACTIVITY

DETROIT, MICH., December 20, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The cooperage business generally looks good for 1924. Naturally, at this time of the year, there is a lull in activities in most industrial lines, and cooperage stock is no exception. Looking back twenty-five years and more we can see a remarkable change in the methods of distribution of cooperage stock, manufacturing locations and sources of supply, as well as demand and consumption. The opportunities, both in the manufacturing and handling of slack cooperage stock, are much more limited than formerly, while methods by which business can be secured or profit earned are not the same as in the old days, when most of the manufacturing was done in the central states and the North. At that time practically all of the stock made was placed through dealers or wholesalers, and they numbered twice as many as are now handling stock.

In many lines of trade, such as flour, lime, cement, etc., a fewer number of barrels are used now than ever before, every year having shown a gradual decrease. On the other hand there is a marked increase in the use of barrels in some lines of business, and in this we do not think the apple and truck barrel trade is an exception. In spite of the growing popularity of the basket and other containers, and the fact that the western people have never seen fit to barrel their product, the increasing number of orchards and bearing trees have called for an additional quantity of slack stock in many sections.

Generally speaking, we believe there is about as much slack stock used today as ever, even though several of the large sugar concerns and a number of the larger barrel manufacturers are producing all or a large portion of the stock they consume, and thus have ceased to be patrons in the trade generally. In some instances these concerns and manufacturers are sellers of large quantities of certain kinds of stock that they do not use in their own trade, and this has materially changed business conditions and opportunities for manufacture and sale by some members of the cooperage industry proper.

The number of wholesalers or jobbers in the trade has naturally decreased until there are a very few giving their entire attention to the other fellow's output without engaging in any branch of manufacture. The number is sufficient, however, to take care of the volume of trade offered and to render the service naturally required in this industry, where usually the mill that ships and the consumer are far apart, and the requirements of the latter are varying.

For 1924 a good fruit crop is promised. Apples are raised in so many different sections now that it is unlikely that a freeze or adverse conditions would materially curtail the general crop. We believe business generally will be good and the demand for slack stock in the various industries increased after the first of the year. Stocks are not large either at plants or in consumers' hands, and from every indication there are no prospects of lower prices. If business is good we believe buyers generally will be content to buy their stock on the present basis and the volume of trade alone will determine the extent of prosperity next year in this line of trade.

Yours very truly,
NATIONAL MFG. CO.,
WALTER C. HARTMAN, President.

STAY CLOSE TO SHORE AND PLAY "SAFETY FIRST," SAYS MACK MORRIS

JACKSON, TENN., December 19, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

In regard to present trade conditions and our opinion as to future prospects, wish to state that conditions at present are not very encouraging and we hardly feel justified in making any prediction in regard to future prospects. With the existing unsettled business conditions no one can say, with any degree of certainty, what results will be. My idea is to stay close to the shore and play "safety first," and the only method to pursue under present conditions is to be conservative in every way and hope for the best.

With kindest wishes to THE NATIONAL COOPERS' JOURNAL, I remain

Yours very truly,
HARLAN-MORRIS MFG. CO.,
MACK MORRIS,
Pres. and Gen. Mgr.

C. C. BERRY CHEERFULLY CLOTHES SOME CLEAR CUT THINKING, LOGICAL REASONING, SAGE ADVICE AND OPTIMISTIC FORECASTING

CLEVELAND, OHIO, December 18, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Your invitation for a letter on trade conditions will be taken advantage of, as usual. It comes at an opportune time—opportune because we are devoting more time now to writing letters than to making barrels. In short, this 1923 holiday season is too long for comfort; both barrel users and barrel builders seem to be making a month of it. In other words, business is remarkable for its invisibility.

Probably some coopers have never heard of Scylla and Charybdis. But to say that we are between Scylla and Charybdis is a soft, gentle way of saying that we are between the devil and the deep, blue sea. I believe that my barrel friends will agree with the aptness of that phrase as expressing the present situation. Either you take a loss by running on orders at prices below cost, or you take a loss by closing the old mill and trying to fight Old Man Overhead. Either way, it's a loss. How dare any one say, "Merry Christmas!"

As we have found it, something mysterious crept into the barrel situation between midnight of October 31st and the first whistle on November 1st. It tunned in on the radio and broadcasted a message of fear and gloom to every barrel user in the United States. As a result, it didn't take long for the market to go to pot and there it still hangs. The end of the harvest season each fall brings a natural decline in the demand for tight cooperage, but this time I do not believe anyone knows why it just dropped off to nothing at all. The big depression of 1921 was very little worse than the present situation.

However, everybody with brains knows that no swing of industrial activity keeps on in one direction forever. When demand is strong and prices rising, the poor nut who figures that there is no top to it and plays the game accordingly is due for a heavy jolt. Likewise, anyone who claims now that the cooperage business is just gradually shrinking down to zero and who is planning for its decent burial will wake up some morning with no corpse to bury. It just doesn't happen that way.

I was born an optimist. And I admit that we optimists do not always have smooth sailing. But I'll bet a dog stave against a whiskey barrel that we fare better in the long run than our brethren, the pessimists. Conservative optimism is, I believe, the best school for American business men who have ambition, courage and common sense. But we folks who believe that way are not anxious to convert the chronic crapehangers, because, if we have to admit the truth, we are much better off because there are plenty of people who sell stocks short, who always wait for a lower market and who imagine themselves always one step ahead of the sheriff.

But I say, earnestly, that I look for good cooperage business in 1924—a gradual improvement starting by February 1st and climbing to the usual climax in the fall. It may not make all of us millionaires, but who in the world sticks to the cooperage game if he is ambitious for mere yellow gold?

With very best wishes,

Cordially yours,
CLEVELAND COOPERAGE COMPANY,
C. C. BERRY.

GRATIFYING FEATURE OF SLACK TRADE IS IMPORTANT DEMAND FOR FLOUR BARRELS, SAYS S. B. HAUBER

KANSAS CITY, KANS., December 24, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

There is nothing very startling concerning the slack barrel business. As is usual, this is a quiet season, but we are making various kinds of barrels right along. It is gratifying to note that flour barrels are moving better than they have for some time. We hope there will be no more marked advances in price of material, as this produces a very bad effect, and barrels are the losers. As a whole, conditions with us are satisfactory, and we expect the new year to start out in a like manner.

With all good wishes for 1924, we remain
Very truly yours,
HAUBER COOPERAGE COMPANY,
Per S. B. HAUBER.

BUSINESS IS VERY GOOD

SCHAFENER BROS. CO. (Meat Packers), ERIE, PA.
Business is very good with us, and we want to wish THE JOURNAL the compliments of the season.

COOPERAGE TRADE ONLY NEEDS SANE PRICE QUOTING BALANCE, WHEN MEETING CHANGING BUSINESS CONDITIONS, TO RUN STEADILY ON AN EVEN KEEL, SAYS C. M. VAN AKEN

NEW YORK, December 26, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

There have been many ups and downs in the cooperage business during the past year. When the "ups" were in the saddle, the cooperage manufacturers and dealers were making a little money, and when the "downs" occupied the seat, there were plenty of opportunities to lose more than had been made, but fortunately the year is ending with the "ups" doing the driving and, hence, the manufacturers and dealers in cooperage will be able to close their books with a balance on the right side of the ledger. This balance is not going to be sufficient to cause worry as regards whether or not the government surtax is repealed, but it is a gratifying balance even though it may be smaller than most of us would like to see.

Since the recent war, cooperage prices have been running just opposite to what was considered normal before that time. Under what we might term normal conditions, prices were low when there was a little consumption and high when the consumption was strong, but last year prices were high when there was little consumption, thus prompting the consumers to buy heavily for future needs, and they were low when the time for the "future needs" came around.

The month of December has shown a heavy demand for cooperage, but it is very largely because the price has been advanced and the people are fearful that by the time they want to use the stock, possibly along in the spring, the prices will be even higher, thus making them think that it would be profitable to do their buying for the spring and summer of 1924 in the fall and winter of 1923. As long as this buying continues prices are going to be strong. If crop conditions are promising in the spring, then it may continue indefinitely, but when anything stops the demand, then we are going to be in good shape for another slaughter of prices as applied in August and early September of this year.

It is rather unfortunate that those of us in the cooperage business are so quick on the trigger to push the prices up, and it is equally unfortunate that we are even quicker in our fire when it comes to pushing prices down.

We are all hoping for a good strong demand during 1924 that will prevent the "downs" occupying the seat of importance.

Yours very truly,
C. M. VAN AKEN COOPERAGE CO.,
C. M. VAN AKEN, Pres.

1924 SHOULD BRING A VERY STEADY MARKET AND A GOOD AVERAGE BUSINESS, SAYS E. P. VOLL

ST. LOUIS, MO., December 17, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Have your letter of the 12th and thank you, indeed, for feeling that anything from me would be worth while publishing in the 1924 General Trade Review and Business Forecast Number of your valued JOURNAL.

Operations have been very irregular due to weather conditions, which have been the worst in a great many years. We have not had any great floods, but we have had rains at such regular intervals that it has kept the woods so wet that it is almost impossible to bring in timber.

Take, for instance, the week of December 2d to 9th, when there were three days of rain, and the same applied to the week of December 9th to 15th, so that judging from appearances, it is going to be quite some time before we can get in enough timber to operate.

The demand for slack cooperage material seems to be pretty good, although there is still a difference of opinion as to the value between the consumer and the producer. We look for a very steady market in the year 1924 and a rather light production the first six months. Stocks on hand, both in the producing end of the business and the consuming end of the business, are rather small, which we believe is another indication of good average business the first six months of 1924.

Wishing THE JOURNAL all the success in the world and assuring you that we appreciate its good and reliable news, beg to remain
Yours very truly,

VOLL COOPERAGE COMPANY,
E. P. VOLL, President.

PROSPECTS FOR 1924 LOOK VERY GOOD AND COOPERAGE TRADE IS ENTITLED TO BE OPTIMISTIC, SAYS JAMES INNES

CHATHAM, ONT., CAN., Dec. 15, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I take pleasure in contributing to THE JOURNAL's 1924 Trade Review and Business Forecast Number.

The slack barrel branch of the cooperage trade is at present in a healthier condition than it has been for two years. A year ago, at this time, stocks in some lines had accumulated to an alarming extent, with no immediate prospect of a market, while at the present time stocks are lower than they have been since 1920.

This condition of affairs a year ago discouraged the manufacture of cooperage stock. Mill men put everything into lumber that they could, especially choice elm, basswood, gum, birch and maple, so that in the early summer of 1923 there was an actual shortage of hoops and heading, which was not overcome for some months.

The improvement in general trade and the fairly good apple crop of 1923, combined with reduced production, has kept the mills from accumulating excessive stocks. Prices for some months have been free from violent fluctuation, in fact, may be said to be on a stable basis and are likely to remain so, as production and consumption are about on a par.

In Canada, the prospective increase in the sales tax on cooperage stock, January 1, 1924, from 2 1/2% to 6%, has induced the consumers to stock up ahead; so December has been a very busy month for the Canadian mills and there will likely be a lull in shipments after the first of the year until these supplies are used up. These heavy shipments have left the mills pretty bare of stock, and the new stock will not come on the market till April.

Prospects for 1924 look very good. Lumber buyers are already placing contracts for hardwood and basswood lumber at good prices. This will, of course, affect the prices of cooperage stock, which will probably be higher than the average prices during 1923. The winter, however, governs prices in Canada to a great extent. With a good winter, raw material is obtained cheaply—a poor winter makes hauling expensive and logs and bolts high in price. Prices for next year are based on cost of logs and bolts and will not be fixed till March. I believe that we are entitled to be optimistic for 1924.

Wishing THE JOURNAL and all its readers a Happy and Prosperous New Year, I am
Yours very truly,

JAMES INNES,
SUTHERLAND-INNES CO.

BUSINESS IMPROVEMENT CAN BE EXPECTED AFTER TURN OF THE NEW YEAR, SAYS S. N. NELSON

MEMPHIS, TENN., December 14, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Prospects for the coming year seem to be that we shall generally have a fair and continued prosperity, and we can see no reason why this should not be reflected in the cooperage industry as a whole. While business has been rather quiet for the past few months, we believe that shortly after the turn of the year we may expect some improvement. Production of stocks in this territory has been greatly reduced, owing to lower prices and a smaller demand as well as a rainy period extending over the past month. Until producers can be assured of a fair return for their products, do not believe a normal operation will be attempted. We believe prices have reached their lowest levels for the present movement and with an improved demand for stock look for somewhat better prices than prevailing at present.

With kindest regards and hoping that we may all share in a continued prosperity for the forthcoming year, I remain

Yours very truly,
S. N. NELSON.

1923 TRADE WAS FAIR; BUSINESS WILL BE GOOD DURING 1924, SAYS MORRIS GLUCK

PERKI ABBOT, N. J., December 27, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Business for 1923 has been fair. We think business for 1924 will be good, but profits will be less, on account of keener competition, and business will be back to almost normal.

We have a good demand just now for double-head oil and single-head tar barrels. We are always in the market for single-trip oil and the heavier type drums.

Yours very truly,
GLUCK STEEL BARREL CO.,
MORRIS J. GLUCK, Pres.

STRONG TENDENCY ON PART OF LARGE CONSUMERS TO CONTRACT SIX MONTHS IN ADVANCE ENCOURAGES CONFIDENCE IN THE FUTURE OF THE WOODEN BARREL, SAYS C. F. BUCKELE

ST. LOUIS, MO., December 18, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

To us the future for the slack cooperage industry looks promising. There seems to be more evidence of stability and a steady, favorable market now than has been the case for several years past. Although the past year has witnessed more extremes in prices than would be desired, due to an apparent scarcity of material during the early summer months, generally speaking, prices maintained something like a normal aspect throughout the year. At no time did the "average cost" of the barrel mount high enough to cause alarm, which we think can largely be attributed to the stock producers keeping up production to the maximum of their capacity. From what we can learn, stocks have been more completely cleaned up than for years past, putting both manufacturer and consumer in an optimistic frame of mind and stimulating a desire for still closer co-operation in the future.

It has been some time since large consumers have shown such a strong tendency to contract for six months to a year ahead, which seems to prove their faith in the future and reflects a knowledge on their part that stock can not be produced profitably at lower prices. Unless the labor situation improves and production can be increased, there is every evidence that there will be a price revision upward, but we earnestly hope that all tendency towards wildness will continue to be effectively checked.

Weather conditions in our operating section have been very discouraging for some time past, curtailing our production to a much greater extent than we had anticipated. We believe this condition is general.

With the trade extension work that is being so vigorously conducted and a general desire to manufacture stock that will meet the most rigid requirements, the wooden barrel should be more popular in 1924 and the years to come than for several years past.

Wishing you the compliments of the season and assuring you of our appreciation of the effective work THE JOURNAL is doing in behalf of our industry, we are

Sincerely yours,
THE GIBSON-ANDERSON COMPANY,
Per C. F. BUCKELE.

SLACK COOPERS ONLY ASK A FAIR AMOUNT OF PRICE STABILITY IN THE STOCK MARKET, SAYS BURLEIGH E. JACOBS

MILWAUKEE, WIS., December 20, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We have enjoyed a fairly good run of business this fall, although, of course, things are slackening considerably towards the end of the year. If business continues to be on the same plane as last year, we see no reason why the slack barrel business in this locality should not hold up. If some of the prominent forecasters are right, it is possible there will not be quite as large a volume of business as this year. There are several factors which will determine whether the slack barrel will increase in use or not. The main factor will be the cost of material. Staves have held a fairly even keel this last year. Some manufacturers are trying to boost the price, while others are sending in quotations slightly under the market. When the pine heading manufacturers have nothing to do you can buy heading at cost. When they are busy it is impossible to buy it at any price, much less to sell barrels at the price they ask. The hoop men have recently raised the price on hoops. From the number of hoop mills that went bankrupt last year they are justified to a certain extent.

The slack coopers, however, do not begrudge anyone a fair profit on their stock. The only thing they ask is a fair amount of stability and this, in the past, has been lacking. The one big answer to the future of the slack barrel industry is stability of prices. If prices continue to fluctuate the business will lose its ground, and if prices will settle to an even basis, so that a six-month contract can be taken and assurance given the purchaser that he is buying right, then the business has a chance to increase.

What we need in the cooperage business is a Judge Landis to straighten out some of the obtrusive members. Wishing you the season's greetings, we beg to remain

Very truly yours,
K. W. JACOBS COOPERAGE CO.,
BURLEIGH E. JACOBS.

FULL AND INTELLIGENT CO-OPERATION OF THE ENTIRE COOPERAGE INDUSTRY WILL SOLVE ANY TRADE PROBLEM THAT 1924 MAY PRESENT, SAYS A. L. POESSEL

CHICAGO, ILL., December 15, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Yours of December 12th, asking for an expression for THE JOURNAL's General Trade Review and Business Forecast Number is received.

Once in a long while I seem to be able to think along the above lines, but just now any gloomy prediction would seem too exaggerated and a cheerful prediction would be too soon proved false. However, in a general way, all our able business heads and bankers here seem to be in a cheerful frame of mind as to average business conditions during 1924 in spite of the fact that we enter a presidential campaign year, which usually affects the eastern financial and business operations more or less and so reacts through the country.

It seems to be that tight cooperage has become a thing apart from general business conditions, although the use of tight barrels is at all times reacted upon by world conditions, and every one must admit that world conditions are in a more chaotic state now than since the world began. There is a restricted use of tight cooperage, aside from this. Price ratio of barrel costs seem to be distorted when reviewing commodity prices in general, partly due to the curtailed use of high class clear sap containers, which formerly enabled the sale at less than ratio prices of oil and other barrels, and which had to be equalized since. Also competing users of logs distorted the prices at which raw materials could be obtained to make staves and heading from. Merchandising methods of many commodities have also changed.

Cartons, with fancy labels for which the buying public pays handsomely, have their effect on cooperage; also cans and glass containers. These have taken toll from the cooperage producers, in some instances the householder paying 35 cents for a glass container holding slightly more than 10 cents worth of product. However, with all these drawbacks, I believe that there will be an average volume of cooperage used during 1924. Usually any useful economic production volume grows with the increase of population, but it seems to me that the use of cooperage holds about stationary. On a ten-year average basis, it is shown that trade is not as good as it should be throughout the industry. However, the marketing of goods in barrels will soon take on added interest, because world conditions seem to be about past the crisis.

I believe that proper co-operation of the trade in general will solve the various problems that will be presented during 1924 and that all factors will reasonably prosper, but only as the whole world loses its unrest, such as we now have, can any clearly defined forecast be made of cooperage conditions even for a reasonable period of months. What the causes are of this unrest I will leave to the sociologists to take care of.

Yours very truly,
A. L. POESSEL.

PROSPECTS FOR 1924 LOOK VERY GOOD, SAYS T. A. WALSH

PITTSBURGH, PA., December 12, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Business is rather quiet with us at the present time, but this is not unusual at this time of the year. The prospects for 1924 look very good to us and we are expecting a nice volume of business.

Yours truly,
MORRIS WALSH SONS,
THOMAS A. WALSH, Pres.

CLEANING UP OF THE FOREIGN SITUATION WILL HELP THE TIGHT COOPERAGE TRADE, SAYS H. E. LEVEY

HOUSTON, TEXAS, December 15, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

With reference to trade conditions here, will state that during the present year we have sold about 30% of what we generally do when the wood barrel trade is normal and before the advent of the steel one-time shipper drum as a substitute for wooden barrels. Our opinion is that business will not get better in this territory, which is dependent almost entirely on the exportation of oil in wooden packages, until the foreign situation is righted.

Yours truly,
HIRSCH COOPERAGE & STEEL PACKAGE CO.,
Per H. E. LEVEY.

GENERAL CONDITIONS POINT TO A VERY FAVORABLE AND PROSPEROUS 1924, SAYS WM. E. COOPER

PHILADELPHIA, December 26, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

As an expression of our views touching present trade conditions, with opinions as to future prospects, will say that while the cooperage business has not been active during the closing months of 1923, we feel that there will be a gradual improvement, and by the spring of 1924 the demand for cooperage, both new and second-hand, will be very satisfactory. This naturally will cause an advance in price and help the cooperage dealers to at least derive a fair profit that will enable them to keep their plants and help going full time.

We want to be on record as favoring the Mellon tax reduction program, which has the support of President Coolidge, and who, we think, is our second Lincoln. Congress should adopt the Mellon plan without the continued wrangling and delay.

The present high rates tend to destroy individual initiative and enterprise, placing a premium on investments in industry, thereby seriously impeding the development of American business. Capital is now largely invested in tax exempt securities.

As soon as the Mellon plan is adopted, we feel that there will be endless millions released for industry, thereby creating the incentive for active business with sound financial policies and good times.

The political situation and the coming presidential election should not worry business. The country places full confidence in President Coolidge, and we look for him to be elected by an overwhelming majority, regardless what anyone says.

Every effort should be made to clear up the foreign situation and the proper basis of credit be established and conditions stabilized, so there will be no worry and hesitation to do an export business and open a greater field for business, thus adding to improve conditions.

As above outlined, general conditions point to a very favorable and prosperous 1924.

Before closing, allow us to commend you upon the good work THE JOURNAL carries on for the trade, and take this opportunity to extend the season's greetings and our heartiest wish to all, friend or foe, a healthy, bright and prosperous New Year.

Very truly yours,

ENTERPRISE COOPERAGE,
Per WM. E. COOPER.

FINE REPORT—NOTHING TO COMPLAIN ABOUT

UNITED BARREL & BAG CO., MILWAUKEE, WIS. We find things quite satisfactory. We have been busy right along and find nothing to complain about. We have moved to larger quarters where we have greater track facilities, and we have been on the go right along. We look forward to the future with great confidence, and expect the new year to bring more business than before.

We wish to congratulate THE JOURNAL on its wonderful editions during the last year.

GOOD STEEL BUSINESS BOOKED FOR FIRST QUARTER OF 1924

With a four days' shutdown terminating the week of December 24th, the iron and steel industries of the Shenango Valley are again operating at nearly 100 per cent. capacity, according to report from Sharon, Pa., December 27th. "Manufacturers," the report says, "see good business covering the first quarter of 1924 and some predict that the first half will witness full operation."

"The Carnegie Steel Company has orders that will keep its eight mills at top speed for six months. Tinplate business is brisk, and the same can be said of sheets. Demand for wire and nails is showing renewed activity."

"Inactivity at the plant of the Standard Tank Car Company is virtually ended. The company recently booked orders for 500 new box cars and conversion of 400 for the New York Central Railroad."

"The Pennsylvania Tank Car Company has business on the books that will keep the plant operating steadily for the next six months. The Sharon Steel Hoop Company is operating its Sharon and Youngstown plants at near capacity."

WIRE PRODUCTS USERS ARE ANTICIPATING THEIR 1924 REQUIREMENTS

Jobbers in wire products are beginning to anticipate their requirements in the new year, ordering material for delivery soon after January 1st. There is a steadily improving outlook in the wire industry. Stocks, it is reported, are so depleted that mills will probably have to increase operations from the present 75 per cent. rate to close to full capacity.

E. & B. HOLMES MACHINERY CO. ENJOYED INCREASE IN BUSINESS DURING PAST YEAR, AND FUTURE OUTLOOK SEEMS ENCOURAGING, SAYS A. TALAMO

BUFFALO, N. Y., December 13, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The general condition in the cooperage trade insofar as we come in contact with it, seems to be very much the same as all the other kinds of business. In some localities things have been moving very nicely, while in other parts there has been some complaint regarding dull trade. With us there has been a slight increase over the business of last year, and general conditions seem to be somewhat more encouraging.

Yours truly,

E. & B. HOLMES MACHINERY CO.,
A. TALAMO, Secretary.

HAPPY AND CONTENTED AND STOCKING UP FOR THE WINTER, SAYS R. H. SMALL

SOUTH HARWICH, MASS., December 15, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Through your 1924 trade review and business forecast number 1 want to say that my trade is quite uniform and keeps us going nine hours daily, fifty-two weeks in the year. Right now I am stocking up for the winter and am contented and happy.

Best wishes to THE JOURNAL for a prosperous year.

Yours very truly,

R. H. SMALL.

TURKEY TRADE HAS MADE A 1,000-A-DAY BARREL DEMAND

TEXAS BARREL CO., G. J. KAPNER, SECRETARY, HOUSTON, TEXAS. We have been exceedingly busy the last twelve weeks manufacturing slack barrels for the dressed turkey trade. As you know, Texas raised an immense crop of turkeys, and these had to be shipped to the eastern markets. We make 1,000 barrels per day catering to this trade. Second-hand tight trade is fairly energetic, although new tight business is very dull. We will soon begin our ice cream tub manufacturing for the coming season.

1923 MEAT PRODUCTION GREATEST IN HISTORY OF NATION

In a recent report reviewing trade and forecasting business prospects, Thomas E. Wilson, president of Wilson & Co., packers, Chicago, Ill., said: "The fundamental condition of the packing companies is stable and in a fundamentally sound position, and prosperity already is reflected in the returning prosperity of the producers on the farms."

"The meat industry is a fair barometer of general business conditions. When wages are good and labor well employed the effect is very noticeable in the sale of our products. The increasing demand today, therefore, indicates that the prosperity of the country will be maintained during the coming year."

"The wholesomeness of general conditions throughout the country was never better and, in my opinion, warrants a continued steady and orderly activity in all industrial pursuits for the coming year."

"Meat production during the year was the greatest in the history of the nation and will exceed 1922 probably by one and one-half billion pounds, owing largely to the increase of pork production through the buying and handling of nearly 10,000,000 more hogs than last year. There has been little overproduction of hogs and cattle, but the demand for meat products has been well maintained despite the vast numbers of livestock that have come to market, and the production is moving rapidly into trade and consumptive channels both here and in Europe."

"Foreign trade has been good. Europe will have bought this year from 30 to 50 per cent. more meats and fats than in 1922. Considerable activity has been shown on the Continent, so that, despite unsettled and unfavorable conditions, export trade has been showing improvement, and we look for it to be sustained during 1924."

"The wealth of this country emphasizes that America herself can enjoy exceptional prosperity, notwithstanding the unsettled conditions in Europe. Not only is labor more efficient, but modernized methods of manufacture and agriculture tell of business strides this country enjoys."

"Farming, railroading and industry can be the brotherhood of American economies. For one to prosper they all must prosper. There is nothing in the outlook for the near future that should disturb the American people or the American business man."

ALL TRADES, COOPERAGE INCLUDED, USING HILL-CURTIS MACHINERY, REPORT OPTIMISTICALLY AS TO 1924 BUSINESS PROSPECTS, SAYS W. C. HAMMOND

KALAMAZOO, MICH., December 20, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

It is our thought in endeavoring to see into the future, and perhaps as far as through 1924, that you particularly have in mind what is ahead for the cooperage industry, although you have asked that we give you our opinion respecting what trade in general may show.

While naturally the one will be affected by the other, and while also we must of needs judge mainly from the hourly contact we have with our own business, and as is quite common with all of us to do so, based on what our recent contacts have shown, we are free to say that in building four distinct lines of wood-cutting and sawmill machinery there is not one of them that has been better or brighter in demand and prospects, especially in late 1923, than that which has to do with the cooperage business.

In a broader and more general way and referring to our other lines, we would say that each of them has shown improvement in late months over conditions existing in mid-summer, while all reports and opinions received from the various trade fields are not only optimistic, but truly so in presaging not a boom in 1924, but rather a continuing, gradual and worth-while steady betterment. There has been a remarkable trend on the part of a large percentage of the better known cooperage concerns to install modern, mechanical equipment to take the place of expensive and uncertain human labor.

With the season's best greetings, we are

Yours very truly,

HILL-CURTIS CO.,
W. C. HAMMOND,
Vice-Pres. and Gen. Mgr.

ROCKWOOD, TENN., OFFERS OPPORTUNITIES FOR COOPERAGE PLANTS

ROCKWOOD CHAMBER OF COMMERCE
OFFICE OF SECRETARY

ROCKWOOD, TENN., December 26, 1923.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Rockwood, Tenn., is after industries and, as the wood available hereabouts is suitable for cooperage, we are writing to ask you to call the attention of the cooperage industries to this fact in an early issue of your valued publication.

Local money is quite willing to invest with capital out-of-town in a plant of this kind which might also have facilities to make boxes. In this connection we wish to say that Rockwood is the headquarters for a hosiery mill which turns out children's and misses' hosiery for jobbers all over the country. Its subsidiary mills do part of the work and the stockings are finished and shipped from here.

Rockwood is also the center of a big fruit industry and crates are also in demand. The enterprises outlined will surely pay here. We want them and can offer worth-while advantages.

This is a live, wide-awake city, on the main line of the Southern Railway, near Chattanooga and Cincinnati, and directly in touch with Nashville, the State capital, by way of Tennessee Central. There is an abundance of American labor, first-class churches, schools, water, cheap electricity, sewerage and first-class streets and roads.

Cordially yours,

PHIL J. REILLY, Secretary.

PLENTY OF ORDERS, BUT—

HENRY A. THORNDIKE, NEWPORT, R. I.—Reporting on trade and trade conditions, want to say that there are plenty of orders. Everybody is buying but nobody is paying. Collections are slow.

LOOKS FOR BRISK BUSINESS AFTER HOLIDAYS

AUGUST H. SAUER, WILMINGTON, DEL. Business with me at this time is a little quiet, but I look for a fairly brisk business after the holidays. Things are always a little slow at this time of the year. I am always in the market for second-hand barrels of the following: Glassware, meat, laundry and fish barrels. Also for No. 2, 30-inch staves.

RECORD FIR SALES EXPECTED DURING 1924

Seattle, Wash., reports that the new year will open auspiciously in the fir lumber trade, after a lull spreading over four or five weeks. West coast lumbermen are of the opinion that 1924 will show the biggest sales volume in the history of the industry.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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J. E. MacDonald, Associate Editor

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MELLON'S TAX PROPOSALS

The much-discussed tax-revision plan of Secretary of the Treasury Mellon, by which he proposes to reduce the tax burden of the country by some three hundred millions of dollars, has at last been given to the public, and the preliminary judgment of the people, as reflected in the press, indicates that it is being received with undoubted favor. The document has been pronounced, by experts who have examined it, the best-drawn tax measure that has ever been presented for the consideration of Congress. Handling a complex and highly complicated subject in a masterly manner, the new proposal clarifies definitions, smooths out inequalities, reduces technicalities to a minimum, and places the whole structure of income taxation on a scientific basis. Clear, concise and readily understandable to the lay mind, the Mellon plan effects a substantial reduction at the source of all public funds—the pocketbooks of the people—and it leaves the money so saved in the possession of the taxpayers where it has the best chance of being turned into general circulation to the great benefit of business.

An exhaustive analysis of the entire plan can well be left to the tax experts, as the scope of the proposal is so broad and filled with so many references to the almost innumerable sections and subdivisions of the original Revenue Act as to make it a bit confusing to the average citizen who has been too engrossed in the pursuit of his daily business to master the intricacies of the income tax. However, the high-lights shooting forth from the text might be set forth as: the reduction of the normal tax from 4 to 3 per cent. on net incomes up to four thousand dollars and from 8 to 6 per cent. on net incomes in excess of that amount; the fixing of a maximum surtax of 25 per cent. as against the present maximum of 50 per cent.; the allowance of an additional deduction of 25 per cent. of the amount of tax payable by individuals whose entire income is "earned," and the establishment of a board of appeals for the adjudication of disputed returns.

Business generally, the country over, has given its hearty endorsement to Mr. Mellon's effort to bring about taxation relief, and is strongly commending and supporting his determination to force consideration of his proposals prior to any Congressional discussion of the soldier bonus. The Secretary of the Treasury is in a peculiarly advantageous position, having under his eye the statistics covering the income and disbursements of government funds, to gauge the country's ability to handle its financial problems, and the proposed tax reduction, the work of one of the ablest men who ever exercised a stewardship over the treasury of our coun-

HAPPY NEW YEAR

The Old Year has passed,
The New Year is here;
So we wish you all Prosperity,
Health and Good Cheer.

Every true citizen of the country freely and fully acknowledges the great debt that we owe to those injured and incapacitated veterans of the world war who so nobly discharged their duty to the nation in its hour of peril, and there are none who would deny them the boon of adjusted compensation—which is but a paltry gesture in comparison to the sacrifices which they made—but the matter of passing a money gratuity to all who wore the uniform during the great conflict, the able-bodied as well as those who suffered injury, can well be made the subject of further discussion before the country is obligated to the herculean task of providing the funds with which to do it.

Every taxpayer in the country, corporate as well as individual, is, metaphorically, groaning under the load he is carrying and calling for relief, and Mr. Mellon's tax-reduction measure is by way of being an answer to the supplications of the nation. While there are those, chiefly political opponents of the Secretary, who profess to see a "nigger in the wood-pile," and the inevitable scattering of malcontents who can see nothing of merit in anything done by anyone other than themselves, they are negligible in numbers when compared with the body of citizens who have digested the new plan and who have accepted it as a good document calculated to work an immeasurable benefit to the country at large.

Every taxpayer in the country, corporate as well as individual, is, metaphorically, groaning under the load he is carrying and calling for relief, and Mr. Mellon's tax-reduction measure is by way of being an answer to the supplications of the nation. While there are those, chiefly political opponents of the Secretary, who profess to see a "nigger in the wood-pile," and the inevitable scattering of malcontents who can see nothing of merit in anything done by anyone other than themselves, they are negligible in numbers when compared with the body of citizens who have digested the new plan and who have accepted it as a good document calculated to work an immeasurable benefit to the country at large.

EVERY MEMBER OF THE COOPERAGE INDUSTRY SHOULD CO-OPERATE IN COMPILATION OF STATISTICS

The Bureau of the Census is now engaged in collecting statistics of manufactures covering the calendar year 1923. These statistics are compiled in accordance with the Act of Congress of March 3, 1919, and the schedules have been prepared after conference with the associations and others interested in the various industries. The schedules were mailed to the manufacturers on January 2d and the Director of the Census is very anxious to publish the statistics at the earliest possible date in order that they may be of the greatest possible commercial value. The manufacturers engaged in our industry are urgently requested to forward their reports to the bureau at the earliest possible date, preferably before the end of January. The bureau has agreed to tabulate the results for our industry as rapidly as the schedules are received and publish the totals within a few days after the receipt of the last report.

The bureau has been co-operating very closely with the industry and desires to be of service to us; we should in turn show our appreciation by complying with the request of the director to mail our reports promptly. If the reports are not made by mail it will be necessary for the government to go to the expense

THE POWER OF ADVERTISING

William Wrigley, Jr., Chicago, Ill., in explaining the big expansion of his chewing gum company, said it was due to advertising.

On a trip West recently in company with a friend, the latter said to Mr. Wrigley:

"You have built up a remarkable business. Why not save some of this advertising money and run along on momentum for a while?"

"Well," Mr. Wrigley replied, "we have had a fine, fast trip West from Chicago so far. How much progress do you think we would make if they took off the locomotive?"

of sending a special agent to the various establishments. It is hoped that every member engaged in the cooperage industry will heartily co-operate and make their reports promptly.

If for any reason a schedule has not yet reached you, write at once for one to W. M. Stewart, Director of the Census, and then return your report promptly. Individually and collectively, every trade will benefit from the statistical work now under way. Do your part and do it without needless delay.

FIRST REGIONAL MEETING OF THE UNITED STATES CHAMBER OF COMMERCE WILL BE HELD IN PHILADELPHIA

Important business subjects, including taxation, transportation, immigration and merchant marine, will be discussed at the first mid-year meeting of the Eastern Division of the Chamber of Commerce of the United States in Philadelphia, January 17th and 18th. This will be the first meeting held under the decentralization plan recently put into effect by the National Chamber. Similar regional meetings will be held in January in Chicago, New Orleans and San Francisco.

It is estimated that more than 1,000 leading business men, representing about 700 commercial and industrial organizations, will attend the meeting. The Eastern Division includes all the States along the Atlantic seaboard from Maine to Florida.

Among those who will address the meeting are: Julius H. Barnes, president of the Chamber of Commerce of the United States; Samuel Rea, president, The Pennsylvania System; A. C. Bedford, chairman of the Advisory Committee of the Eastern District and chairman of the board of the Standard Oil Company of New Jersey; Willis H. Booth, vice-president of the Guaranty Trust Company, New York, and president of the International Chamber of Commerce; Garrard Winston, under-secretary of the Treasury; Colonel George A. Post, New York.

WASTE PREVENTION PRIZE

The \$2,000 waste prevention prize offered by the National Lumber Manufacturers' Association is again called to the attention of the industry. The lumber industry, through the medium of this annual prize offer, endeavors to stimulate the development of ideas among men actually employed in the logging camps and in the mills—ideas that will lead to a reduction of logging and manufacturing wastes when applied to manufacturing methods now actually in use.

"There is nothing," *The Lumber Trade Journal* says, "that quite takes the place of a willingness to dive down into the pocket and offer good hard cash for benefits bestowed. Fine talk and well-worded phrases calculated to give evidence of the lumber industry's interest in the conservation of the timber resources of the country are good and proper in their place. But a desire that goes no farther than a set of resolutions rarely ever produces results. The lumber industry has gone a step farther in indicating to the employees in the industry that it means what it says. It is backing up its position with the 'coin of the realm.'"

A series of prizes are offered to those employees in the industry who are game enough to accept the offer by producing one good, practical, workable suggestion which, when applied to the general conditions of manufacture existing in this country, will actually result in a saving.

There is no question but that the best suggestions for the improvement of manufacturing methods in the industry come from those who are close to the work. It is the man who recognizes the shrill whistle of the "donkey" engine, the man who rides the logs in the pond, and the man who performs the duties connected with the various operations in the sawmill that must be looked to for constructive suggestions for the improvement of manufacturing methods in the lumber industry. To these the manufacturers of the country offer a reward in the form of a series of prizes which, for the year 1923-24, amount to \$2,000.

All correspondence relating to this award should be addressed to the National Lumber Manufacturers' Association, Transportation Building, Washington, D. C.

MT. OLIVE STAVE CO. HAS TRAVELING COOPERAGE STOCK EXHIBIT

The Mount Olive Stave Co., Batesville, Ark., had a most interesting exhibit of staves and heading and hardwood products on the Arkansas traveling exposition which recently made a tour of American cities, north and east.

New Orleans Reports That When Planters Are Undisturbed by Tariff Uncertainties the Sugar Barrel Will Score a Comeback

For more than a generation the cane-grinding season made the fall and early winter a busy time for New Orleans coopers, and even the shops that could scarcely keep going for eight months in the year were certain to have all the business they could handle during the other four months.

The extent of this annual boom in the barrel business varied from year to year, keeping pace with the variations in the quality of the sugars made. One year a sugar mill would make plantation granulated, pack the entire output in barrels, and keep some favored cooper shop busy during the season. The next year that same mill might produce raw sugar only, pack its product in gunysacks, and not be willing to accept a barrel as a gift, while other mills would run on granulated, and use more barrels than ever before. This put an element of uncertainty into the trade, for the cooper was likely at any time to lose his best customer, and to receive large orders from men who only the season before had refused to look at a barrel, and so business was pretty good after all.

Experience Proved the Profit of Packing High-Class Sugar in Wooden Barrels

Then by degrees the better grades of sugar gained in favor, and the mill men learned by experience that it was more profitable to make high-class sugar and to ship it in barrels than to make the raw article that could be shipped in bags, and for a time both the sugar men and the coopers prospered.

Under the stress of war times the coopers were not always able to supply the growing demand for barrels, the conditions under which sugar was made changed, the mills began to search for substitute packages, and the call for cooperage became so light that the coopers were forced to hunt, with various degrees of success, for other markets for their products.

1923 Was Expected to Be a Good Sugar-Barrel Year

Many believed that the sugar barrel was a deal issue that could never be revived, but those who had studied conditions more closely retained their faith in the value of good packages, and believed that the slump in the demand for sugar cooperage was only a temporary condition, and that sugar makers, as good business men, would soon discover that the use of inferior packages was a mistake, and would soon be using more barrels than ever before. The belief grew among interested people that the sugar barrel would soon return to favor, and that this was the year that it would score a comeback, and they made preparations accordingly.

Fear of Tariff Rates and Regulations Demoralized Sugar-Barrel Market

Then the price of sugar fluctuated, and the market became demoralized, and Louisiana planters became convinced that some changes in tariff rates and regulations were impending that would entirely ruin their business. Whether they were right or wrong in this is uncertain, but the belief that some great calamity is impending is not conducive to business success nor to good credit. To make matters worse, reports became current that the sugar crop would be an utter failure, and these reports grew worse every time they were repeated.

1923 Production a Quarter of a Billion Pounds Less than 1922

The actual truth about sugar production is bad enough, for it is now found that Louisiana's sugar production for 1923 is a quarter of a billion pounds less than that of 1922. The average yield of cane in the Louisiana cane belt for 1923 was 11.5 tons per acre, while the average yield per acre for each of the ten years from 1913 to 1922 was 15.3 tons, and at the same time the yield of sugar per ton of cane was much less than normal during 1923. Many planters declare that their crop for 1923 was less than half their normal production.

Low Production Effects Cooperage Trade

Under such conditions any great demand for high-class packages was out of the question. The planters had to turn their scanty crops into money as quickly as possible. There is usually some delay in realizing on the class of sugar that is put into barrels, while raw sugar in bags can be sold to the big refineries for spot cash; so almost all of Louisiana's sugar for 1923 was sold raw, in sacks.

On the day on which this is written (December 24th) the receipts in this city of Louisiana sugar were reported to be 30,635 bags of raws, 8,022 pockets, 631 barrels.

Receipts for this one day may be taken as typical, just enough barrels being used to enable us to mention that the barrel also ran.

Expects Tariff Commission Hearing to Stabilize Sugar Situation

On January 15th the Tariff Commission will begin its hearing of the sugar interests. The Cuban growers and the eastern refiners, who are asking for tariff reduction, will be heard first, then the beet growers will be heard, and at last the Louisiana sugar men will be heard. It is to be hoped that by the end of January the matter can be satisfactorily adjusted and that the tariff question can be relieved of the element of doubt, so that Louisiana planters will know just what they have to expect and can go ahead with their business without being disturbed by the uncertainties which have played havoc with the trade this year. When business in the sugar belt has been stabilized by some definite settlement of the tariff question, the planter will prosper, as far as weather conditions will permit, and when the sugar planter is again prosperous the sugar barrel will score its long-promised comeback.

In the meantime, however, some of our coopers are in hard luck, having sunk much of their capital in sugar barrels for which there is no demand, and which serve only to take up much warehouse space that is sadly needed for other purposes.

Barrels, Halves and Kegs for Syrups and Molasses in Considerable Demand

The tight coopers have fared somewhat better than the makers of slack barrels, for there is now considerable demand for barrels, halves and kegs for syrups and molasses.

The wooden barrel as a container for denatured alcohol is competing with considerable success with the steel drum, and there is a fair demand for barrels, tiers, tubs and pails for cottonseed products.

Vegetable Trade Supplies Large Barrel Demand

This has been the most backward season for vegetables that we have had for years, but when it did open it opened with a crash, with shippers calling for large lots of barrels for immediate delivery. The Southern Cooperage Co., Beck & Jones, and a few of our other friends, had good supplies on hand, but these supplies did not last long with vegetables going North by the trainload.

When Competition Is Too Keen Profits Flee Unless—

The trouble with the vegetable business is that competition is too sharp, due largely to the failure of the sugar barrel business, and prices have been whittled down to too fine a point. You would naturally suppose that when a cooper had an inquiry for produce barrels he would draw his trusty Faber, take up a clean stave and figure something like this:

Staves @ \$11.50 = .0115 each x 16 =	.184
No. 2—17½" Hdg. 1 set	.095
Wood Hoops @ \$16 = 16 x 6	.096
Labor and Overhead	.150
Total	.525
Cost of Delivery	.055
	.58

If he would like to have a little profit on the transaction he would add a few cents to this cost, making the price at least 60 cents to the customer.

When Will the Cooperage Industry Wake Up?

The prices given are about the average here. In some cases you can catch a mill man who is in need of ready cash and so get your stock for a little less, or, in some cases you will be short of cash yourself and will pay a little more to secure the needed credit, but speaking in a general way, it will cost you 58 or 60 cents to make and deliver barrels here. The cooper, however, does not figure it out that way. He ascertains that his neighbor, Jean D'Eau, is offering barrels of that grade for 55 cents, so he offers his for 50 cents to get the business. Next day he learns that his other neighbor, Richard Reau, is offering barrels for 48 cents, so he cuts the price to 45 cents, delivered by truck, and so the business goes on. Trade is pretty good, but there is not much money in it.

Asphalt Exporters, Sick of Substitute, Are Getting Back to Wooden Barrels

The exporters of asphalt, who have been using tin barrels, are sick of this substitute, and are getting back to the wooden barrel as fast as they can. This is a large and very desirable business, but its requirements are so peculiar that only manufacturers experienced in that line can give satisfaction. Some men go out of business while getting experience, though it is highly satisfactory to those who know how to put up the right packages, and of the right materials.

Apropos of Foreign Trade

Exports to Europe are small and scattering, and our best foreign customer is now the Argentine Republic, where there are several large buyers, whose business is said to be highly desirable. Business with the West Indies is now small, and some of our friends who are having trouble with their collections are sorry that it is as large as it is. When a shipment reaches a foreign country and is rejected on some trivial technicality the rejected goods are not desirable property. To an outsider it would seem that the only way to do business with our West Indian neighbors would be to have them establish a credit with some bank in this city and allow the shipper to draw, with documents attached, against the credit, so the goods would be paid for before they left this country.

TRADE WITH MEXICO HURT

New Orleans' \$30,000,000 trade a year with Mexico is being disrupted by the revolution in that country, according to recent report. Most of this business moves by way of Vera Cruz. That port is in the hands of the revolutionaries, and rail communication with the capital and other interior points is cut off.

According to advices, about \$1,000,000 of freight is lying at Vera Cruz. It has overflowed the sheds and warehouses and has no protection from the weather. Cancellations of orders are being received.

SEEKS TRADE TRIP TO SOUTH

An urgent appeal has been made to the Industrial Bureau of the Chamber of Commerce by the Hendersonville, N. C., Chamber of Commerce to have the local organization send another trade expansion trip into the South, as in 1912.

MIDWEST-PACIFIC RATE CUT

Twenty per cent. saving in present transcontinental rail rates is given shippers as a result of a through river-rail-ocean rate from Chicago, Indianapolis, Louisville and intervening points to Pacific coast terminals, put into effect December 25th by the Illinois Central Railroad. The purpose is to enable Chicago and Indiana manufacturing points to compete with New York in Pacific coast business.

One effort, according to officials of steamship lines and the government barge line, will be to route a larger volume of Panama Canal business through New Orleans.

NUMEROUS ORDERS FROM SMALL CONSUMERS WILL KEEP CEMENT PLANTS IN STEADY OPERATION

One of the features of the cement trade this fall, says a report from Coplay, Pa., is in the numerous orders from small consumers. This business may keep the plants in steady operation the greater part of the winter. What cement is not disposed of immediately is stored for use next spring. The possibility of big demand for cement in the spring, because of the great State and municipal street-paving programs and large building projects, is believed to have induced the many consumers and retailers to place their orders at this time to guard against delays and probably higher prices.

LEASES HEADING MILL

The Tredaway Cooperage Company, Jacksonville, Ala., has taken a ten-year lease on the Sheddon & Kirkland heading plant at Raymond, Ga., and have placed it in capacity operation. The leasing interests made a number of improvements.

RECEIVER FOR COOPERAGE COMPANY

Upon a court petition recently filed, the McGehee Cooperage Company, McGehee, Ark., has been placed in the hands of a receiver. The court appointed W. E. Mullikin, Jr., as receiver.

Since 1850

this Company and its subsidiaries have been
producing Tight Staves and Heading

LUCAS E. MOORE STAVE CO.

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LIMITED

Chatham, Ontario, Canada

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Packing Barrels

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Casks or Barrels for
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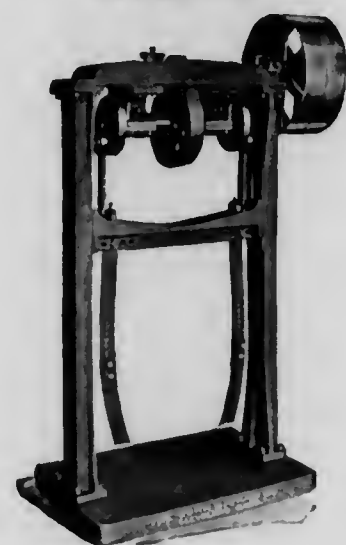
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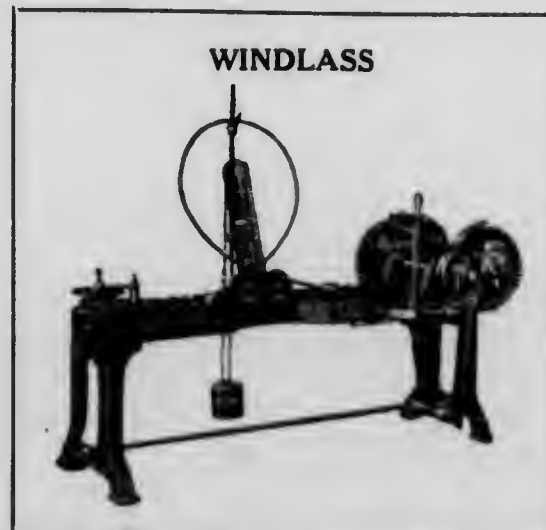
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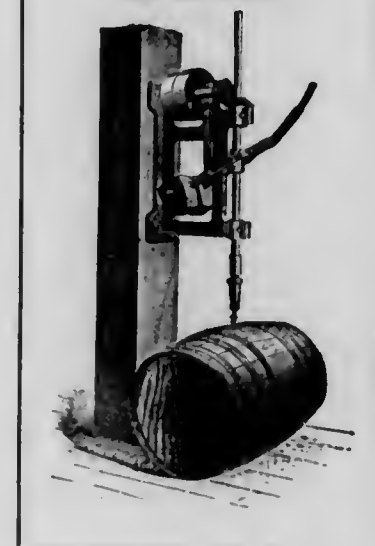


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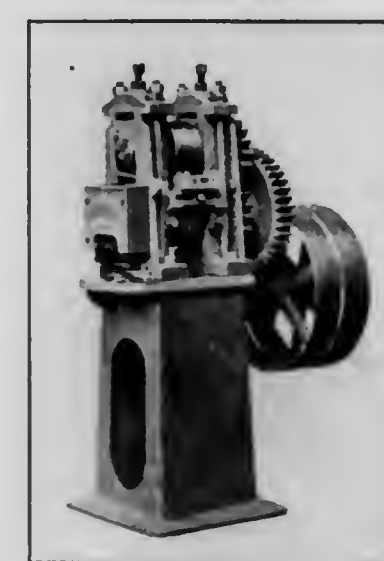
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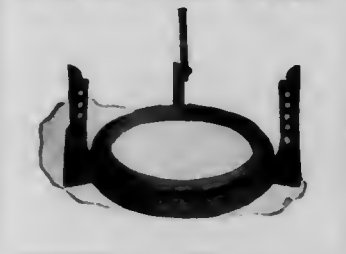
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Louisville Reports Tight Cooperage Trade Looks for 1924 to Bring Improvement and Increase in Business

The Louisville cooperage trade has gone through a slow December insofar as the tight division of the industry is concerned, while the slack division had fair business the early part of the month, but it is not particularly busy now, having slowed down in their demand until after the holidays. The inventory period also always brings a certain relaxation in buying interest at the end of the year.

The past six months or more have been far from satisfactory with the tight trade, as it has represented a long period of depression in which there have been very few bright spots. Some of the crops that can generally be depended on to produce tight business failed to bring in anything like a normal volume this season. The cotton crop was short, the seed pressers have not been in the market as freely as was expected, while the picklers had a late and relatively small pack. Everything has apparently been against any big business in tight cooperage for some time past, therefore, the trade is mighty glad to see the season of 1923 at an end, feeling that the new year is bound to bring an improvement.

Looking Backwards

Prior to the passage of the Volstead act the tight cooperage trade could generally depend on excellent business with cold weather. The distillery demand came in big in January and February, at which time many of the big plants would start operating. Some distillers who did not have very large daily capacity would start running in October or November and run into late June and even into July in order to put up a good "age." Others with larger capacity would start shortly after the first of the year and finish up in May. Some of the very best whisky was made in May and June, when the warmer weather produced a faster and better fermentation, but hot weather distilling was mean, due to trouble in cooling mash down to the setting point, as river water was too warm and wells would pump dry. Then, the early summer meant a horde of flies about the yeast and mash rooms, the sweet odor of the mash attracting swarms of flies.

Today there is only a little, scattered winter business, whereas, in the old days the coopers were busy in the fall making up stock and being prepared to ship steadily on the distillery contracts, with between one hundred and fifty and two hundred distilleries, if not more, in operation, and using from ten barrels a day to five hundred barrels, this not taking in a number of one-horse plants that made under ten barrels. The Elk Run Distillery, of Louisville, was the largest in the State, known as a 5,000-bushel-a-day house, or around five hundred barrels.

Stop and think just what prohibition has meant to the big tight cooperage plants in Kentucky, Ohio, Maryland, Pennsylvania, Illinois and States that at one time were running free. Of course, some States, through prohibition laws, were forced to quit manufacturing liquor before the Volstead act, but Kentucky was not one of these, with the result that it has been a very hard matter to readjust to the newer order of things, especially in years such as 1923, when demand was so dull during the fall.

1924 Should Prove a Good Year

The tight cooperage trade of Kentucky has every reason to be glad that the 1923 leaf is shortly to be turned, as 1924 should prove a better year.

Turkey Crop Developed Fine Slack Barrel Demand

In the slack trade, conditions have been quite good over the past several months. A big turkey and poultry crop this season has resulted in a heavy car-load movement to the eastern markets, and has taken lots of barrels. The apple crop also brought in a fair volume, while flour mills did well the early part of the crop year, and local mills have been fairly busy this fall.

The Slack Barrel Market

In slack barrels, flour packages are 80a85c, half barrels, 60a65c; sugar, 90a\$1; one-head produce, 60c; two-head, 65c; poultry, 70a80c; No. 2 stock, sugar-sized produce, 70a75c. In stock, No. 1 gum staves on last quotation were \$13a\$15 for flour or sugar length; No. 2, \$9a\$11; mill run, \$10a\$12; flour heading, 15 cents for No. 1; sugar-size, 17a18c for No. 1, with mill run one cent a set under, and No. 2 at three cents under No. 1.

The Tight Stock Market

With practically no buying or selling, or even quotations or inquiry interest in staves and heading, the market remains in status quo, as it were, as it is entirely

a question of how badly some one needs money, in setting a price. Red oak oil staves are probably bringing \$45a\$50 at the mill, and white oak, \$65a\$70, although these prices can probably be shaded somewhat. Quotations are on a mill-run basis. There should be some demand shortly after the first of the year, which should establish more of a market.

The Tight Barrel and Keg Market

There has been no change in prices over the past sixty or ninety days. Tight cooperage concerns are maintaining prices, even though there is some shading being done, or would be done in quoting on orders for any quantity, but quantity orders are not forthcoming just now.

	Red Oak	White Oak	Spirit	Charred Spirit
One	\$.65	\$.70	\$1.00	\$1.15
Two	.75	.80	1.15	1.30
Three	.85	.90	1.30	1.45
Five	1.25	1.35	2.10	2.35
Ten	1.60	1.70	2.35	2.60
Fifteen	1.75	1.85	2.60	2.85
Twenty	1.90	2.00	2.95	3.20
Twenty-five	2.05	2.15	3.20	3.45
Thirty	2.20	2.30	3.50	3.75
Forty-five	2.70	2.85	5.00	5.50
Gum barrels	2.35	....	....	....

Rainy Weather Is Handicapping Stock Manufacturers

Several weeks of rainy weather during December, together with high water throughout the Mississippi Valley, is resulting in near flood stages in the far South, and this, along with the lack of market demand, or consuming need of staves and heading, makes for a general cessation of operation in the mills. Local companies operating in Louisiana are blocked by high water, wet woods and inability to get out logs.

J. D. Hollingshead Co. Is Handling Slack Business

The recent consolidation of the old Smith Cooperage Co. and the J. D. Hollingshead Co. resulted in one large working unit that practically handles all the local slack barrel business.

Gambrinus Cooperage Co. Is Making Ice Cream Buckets and Cabinets

The Gambrinus Cooperage Co., operated by Philip Sengel & Son, makes a few slack barrels, but was always more of a tight cooperage organization and builder of tanks. This company has also developed quite a nice business on ice cream buckets and cream cabinets.

J. N. White, of the Louisville Cooperage Co., reported the company mills down as a result of high water coupled with lack of need for production of staves or heading. The barrel and keg plants at Louisville, Mr. White said, were operating at a little better than thirty per cent. of capacity.

An Important Consolidation

The most important announcement of the month in Louisville carried out a plan that had been well known as developing over a period of several months, in the consolidation of the Chess & Wymond Company, of Kentucky, and its subsidiary, the Holly Ridge Lumber Co., which had offices in the same building, but which had been under separate charters, although stocks of the two companies were largely held by the same interests. The Chess & Wymond Company, of Kentucky, as a result, is a cooperage as well as a lumber company, which produces staves, heading and lumber at its mills in the South and in eastern Kentucky and operates large barrel and keg plants at Louisville, with finishing plants at other points.

The Chess & Wymond Company of Louisiana Personally Managed by Mr. Eugene Graham as President

The Chess & Wymond Company, of Louisiana, is in no way effected by the above consolidation, the affairs of that company being under the personal management of Mr. Eugene Graham, president.

Looks for Good Volume of Business Early in 1924, Says Paul Dysart, Jr.

Paul Dysart, Jr., of the J. D. Hollingshead Co., reported that business was a little slower than it had been, and would be that way until about January 15th, but that he was looking for a good volume of business early in the year. He stated that it looked as if slack stock would go up and probably carry slack barrels higher, due to small production on account of water in the South and the fact that there is practically nothing being offered right now.

WANTS IN COOPERAGE LINES

E. B. Hinman Mfg. Co., Warsaw, N. C., is in the market for coiled elm hoops.

W. H. Wilkinson, Abbeville, Ga., is in the market for machinery to equip a barrel factory.

August H. Sauer, 701 South Market Street, Wilmington, Delaware, is in the market for No. 2, 30-inch staves.

Gluck Steel Barrel Co., Perth Amboy, New Jersey, is in the market for single-trip oil and heavier-type drums.

Charles R. Savage, Onley, Va., is in the market for crozed pine staves for slack barrels. March to June delivery.

Queen City Barrel Co., 128-30 East Water Street, Cincinnati, Ohio, is in the market for butter tub stock. Also butter tub machinery.

August H. Sauer, 701 South Market Street, Wilmington, Delaware, is in the market for second-hand glassware, meat, laundry and fish barrels.

Fluchman & Nitt, 2655-59 West Van Buren Street, Chicago, Ill., is in the market for a barrel-washing machine for washing 50-gallon barrels.

Mill Shoals Cooperage Co., Dyersburg, Tenn., is in the market for a second-hand steam or gasoline power log loader, or a combined skidder and loader.

The Perry Line Co., North Tazewell, Va., is in the market for 180-pound tongue and grooved lime barrels in carlots. Quotations requested f. o. b. Tazewell, Va.

LARGEST POTATO CO-OPERATIVE ASSOCIATION IN THE WORLD

What is said to be the largest potato co-operative association in the world, with membership owning more than 100,000 acres, is about to embark upon a warehouse-building enterprise involving expenditure of from \$3,000,000 to \$5,000,000 in the next five years.

This new exchange, to function in Minnesota, is the latest addition to similar associations, all correlated, now operating in, or in the process of organization in Colorado, Maine, Idaho, North and South Dakota, Michigan and New York. Ralph Budd, president of the Great Northern Railway, is a participant in the project, to be known as the Potato Growers' Exchange.

RIO GRANDE VALLEY IN COMPETITION WITH FLORIDA AS EARLY TRUCK SHIPPERS

Acreage devoted to cabbage in the lower Rio Grande Valley this year, says report from Houston, Texas, December 24th, is estimated at 7,800 acres, compared with 2,360 last season. The Rio Grande Valley is among the earliest shippers of truck and is preparing to enter the northern markets with cabbage, carrots, beets, lettuce and other vegetables in competition with Florida. The largest citrus fruit crop the valley has ever produced is now being marketed.

COOPERAGE PLACED ON FREE LIST TO DOMINICA

It is announced in *Commerce Reports*, issued by the Bureau of Foreign and Domestic Commerce, Washington, D. C., that through Ordinance No. 12, 1923, of Dominica, assented to on September 23d, the following goods are added to the import free list when they are to be used for the exportation of produce from Dominica: Shooks, staves, headings and wood hoops; wooden puncheons, pipes, hogsheds, casks and barrels (empty).

EXPORTS OF APPLES HEAVY

According to report from Portland, Oregon, December 28th, exports of Oregon and Washington apples to London and Liverpool were going forward rapidly in ships with refrigeration space. For the season to date more than 2,500,000 boxes and 1,700,000 barrels have moved from Puget Sound and Columbia River ports to European destinations.

Transcontinental car shipments of apples to eastern markets also were going forward in large volume. Producers are complaining that prices are low.

A \$1,500,000 SUGAR PLANT

The Pennsylvania Sugar Company's \$1,500,000 refining plant in the Everglades, seventeen miles northwest of Miami, Florida, will begin operation between January 5th and 10th. According to Mr. Graham, resident manager, this will be the first time a plant of that magnitude, handling every process, has ever been operated in Florida. Much of the machinery in the plant has just been invented and will be tested for the first time.

DEPARTMENT OF *The* **ASSOCIATED COOPERAGE INDUSTRIES of AMERICA** C. G. HIRT, SECRETARY

OFFICE OF SECRETARY, B20 RAILWAY EXCHANGE BLDG.,
ST. LOUIS, MO.

Association Inspection Service

In order to increase the facilities of our inspection service, which heretofore has been confined to inspection of shipments at destination, the Executive Committee has decided to inaugurate, in addition to this, a mill yard inspection service, beginning January 1, 1924.

This service will provide a means of securing an official association inspection, which will be final and binding on both parties, where representatives of seller and buyer fail to arrive at an agreement upon the inspection of material in mill yard prior to shipment. This new inspection service is also available where no dispute has arisen or previous inspection made, provided both parties so desire and make written request therefor to the association, the findings of the official inspector to be binding on both buyer and seller.

The charge for mill yard inspection service will be fifteen dollars (\$15.00) per day, plus all expenses incurred in making the inspection, including railroad fare from and to St. Louis, Mo.

The inspection fee of \$25.00 per car heretofore in effect on destination inspections has been found inadequate and has placed a burden of expense on the association. As a measure of relief it was accordingly decided by the Executive Committee that the charge for destination inspection be increased to \$40.00 per car, effective January 1, 1924.

Both the charges for mill yard as well as destination inspections are put in effect tentatively for the next six months. The operation of the service during that period will undoubtedly determine whether or not these charges are appropriate. If found inadequate, proper revision will be made, and, on the other hand, should the charges be more than sufficient to cover the expense of the service, a reduction will be effected.

Rules governing mill yard inspection will be covered by a new paragraph—"7-A"—to Article VII of the Rules Governing Sales and Settlements. Amendment to Paragraph 3 of Article VII, relative to destination inspection fee, is also shown. (Article VII comprises Rules Governing Inspection Service).

Inspectors

After December 31, 1923, Mr. James Abbs, Philadelphia, will no longer be connected with the association. The following gentlemen have been employed as inspectors to officially represent the association on the inspection service: Mr. J. D. Hollis, Little Rock, Ark.; Mr. F. J. LaClear, Kalamazoo, Mich.

The mill yard inspection service now being inaugurated by your association fills a need in the cooperage industry, which has been expressed by the members from time to time. Heretofore, as you know, when buyer and seller failed to agree on inspection of material on mill yard there was no available recourse for either party; to arrive at a settlement one or the other necessarily conceded some points, otherwise the contract was cancelled, business lost, and perhaps good will impaired. With the new service operated by the association, an impartial inspection can be secured which will be binding on both parties.

On the other hand, where a buyer has no inspector to go to a mill and inspect material, both the buyer and seller may decide to have an association inspector proceed and inspect the material on mill yard before shipment, the results to be binding on both parties.

With such qualities as thorough knowledge of material, coupled with experience and integrity, our inspection force should inspire the members with confidence in their ability and good judgment in connection with inspection work. We anticipate this will be a natural and quick development.

The A. C. I. of A. is, of course, always anxious to give service to its members. Every effort will accordingly be put forth to make this new inspection service as valuable and result-getting as possible to you. There exists a need for such a service and it is anticipated that when its scope and nature are fully understood, the service will be largely used and its benefits and advantages appreciated by the members.

Should there be any point in the inspection service that is not quite clear to any, we will be glad of the opportunity to fully explain.

Amendment and addition to rules governing sales and settlements, Article VII (rules governing inspection service):

Greetings

We again have the pleasure of extending to each and every member of THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA, and to the cooperage industry as a whole, our very best wishes for a Joyous and a Gladsome New Year.

May 1924 bring to you happiness, prosperity and the attainment of those ideals which make life worth living.

Cordially and sincerely,
C. G. HIRT,
Secretary.

Amendment, paragraph 3 (destination inspection fee):
3. An inspection fee of "forty dollars (\$40)" per carlot shall be paid.....

Addition. New paragraph 7-A (mill yard inspection service):

7-A. In case the respective representatives of seller and buyer are unable to agree upon the inspection of cooperage stock on mill yard prior to shipment, either one of the parties may request and will receive an official inspection by an association inspector, his decision or finding to be final and binding upon both buyer and seller, also if both parties make written request therefor, an official inspection will be made, the findings of the inspector to be final and binding upon both buyer and seller. The charge for this service will be fifteen dollars (\$15) per day plus all expenses incurred in making the inspection, including railroad fare from and to St. Louis, Missouri. In case of dispute or failure of respective representatives of buyer and seller to agree, the party requesting the official inspection shall be liable for the inspection fee and expenses. In case both parties request inspection, the inspection fee and expenses shall be borne in equal proportion by both parties.

Inspection of material on mill yards in accordance with the aforementioned provisions shall not be subject to re-inspection.

(Effective January 1, 1924.)

WOOD BARRELS AND THEIR USES IN THE PETROLEUM INDUSTRY

By A. C. Hughes

Field Representative A. C. Hughes was invited to address the American Petroleum Institute at its fourth annual meeting in St. Louis, Mo., December 11th to 13th, and he delivered the following address, which so appealed to the Institute that a motion was made and adopted that Mr. Hughes' address, with others of interest and value, be printed and distributed to the petroleum industry.

"In greeting the members of the Petroleum Institute on the occasion of its fourth annual meeting, it is my privilege and pleasure, on behalf of The Associated Cooperage Industries of America, whose offices are located here in St. Louis, to extend to you all a hearty welcome; to renew our feelings of esteem and to assure you of our highest appreciation on the splendid measure of success attained by your national association, functioning through the initiative, genius and skill of your sturdy members who have built the structure upon which you stand by improving the quality of service, which you as individuals, and as a group, have undertaken in the interest of a great industry and the consuming public.

"It is the hope of the cooperage fraternity that your deliberations this week will bring forth the very best that you have in thought, ability and effort toward continued progress in meeting and solving the problems as they arise, and that your conclusions will serve as a vision in guiding the way to greater possibilities and opportunities as your reward for the courage that American business has thrived under.

"From the nature of the position held by the field representative of The Associated Cooperage Industries, which brings him in constant and immediate contact with the manifold activities of the cooperage industry, he naturally comes into possession of many interesting facts bearing upon that industry about which cooperage using industries may logically claim the right to be advised; and, therefore, when he essays a function

properly pertaining to his duties to the end that members of the Petroleum Institute may be advised upon cooperage matters, and obtain a genuine insight into what is being attempted and what has been accomplished, it is done with the hope that mutual benefits will arise from this fraternal endeavor.

"The subject of cooperage is one that has been so thoroughly discussed by mercantile business, federal bureaus and among cooperage people themselves, that it may seem impossible to say much which has been left unsaid, further than to state that in no instance has the industry refrained from availing itself of the practical assistance afforded by a series of conferences with cooperage users, or by a government agency whose functions are to supply authoritative information upon the uses, strength and dependability of various kinds of wood barrels.

"At various times during the past several years the process of readjusting oil barrel specifications to meet the ever-changing conditions within the industry, and also governmental requirements for the shipment of oil and gasoline in wood barrels, have proceeded under the orderly supervision of The American Society for Testing Materials and also the Bureau of Inflammables.

"In this work of revision and betterment of existing standards, the entire subject of wood barrels for oil and gasoline was thoroughly scrutinized for inaccuracies, and the result of these labors has brought about the adoption of a standardized wood barrel for these commodities that carries the stamp of approval of the I. C. C. This genuinely constructive work is but an example of the substantial progress that is being made by the cooperage industry toward practical standardization and efficient utilization, and contrasts greatly to the advantage of this industry when compared with the abstract theories set afloat regarding wood barrel utility in the oil and gasoline industry.

"There is a good deal of interest at work right now in consuming industries on the question of leakage and evaporation.

"Well, in a broad way, we know one way to solve the problem. If the wood barrel for oil and gasoline has been constructed according to grade rules and specifications approved by the I. C. C., and the gauge of steel hoops used has met the requirements of riveting, driving and tensile strength; if the interior of the barrel has been glued according to set standards, the fundamental principles that we advocate on barrel usage have been complied with, the wood barrel itself will be found dependable for efficient utilization.

"Realizing the importance of studying the problem of wood barrel utilization to get authentic information on the value of the different wood species of timber, innumerable tests have been made on selected material at the Forest Products Laboratory, Madison, Wis. Out of that study we have developed some recommendations for the grading of barrel timbers based on the character of the commodity the barrel contains.

"There is much to be said in amplification of the general principles of barrel usage I have attempted to outline, but aside from the fact that a detailed discussion would consume more time than I have allotted to me, there is the further fact that it would involve necessarily dealing with so many abstract ideas on container use, that it would be of questionable value to go into such a discussion in a public address.

"However, in reviewing past accomplishments, the cooperage industry steadfastly guards against any self-satisfied feeling because there is much left to be done. We want you to assist us in our efforts to the end that we shall obtain the best results. We must maintain a closer contact if we are going to work to the best advantage and get across to you the results of this work. Although the general sentiment in the cooperage industry is for stability in barrel construction, these accomplishments have not reached that degree of perfection where advice is no longer sought or needed. There is still opportunity to study their practical application to the reasonable requirements of all barrel-using industries.

"In this endeavor our national association has functioning departments that are constantly on the alert to perform every practical service for the benefit of industry as the opportunities arise. All these efforts co-ordinate to function effectively in your behalf, which must convince any one that associated effort is indispensable to the success of an industry and of the individual components of that industry.

"Our full duty is not done, however, until we express appreciation for your loyal support and encouragement which have made possible these successful achievements and sustained interest evidenced by your patronage in the field of cooperage.

"In conclusion, I want to express my thanks to you gentlemen and your officers for the most enjoyable hospitality extended to me at this meeting."

NORTHERN ILLINOIS HORTICULTURAL MEETING, MOLINE, ILLINOIS, DECEMBER 4th-5th

Mr. A. C. Hughes attended the above meeting of apple growers and reports as follows:

"Attended annual meeting of the Northern Illinois State Horticultural Society at Moline, Ill., December 4th and 5th. The two days' session was devoted to the discussion of fruit growing, spraying, cultivating and packing, and representative growers from that territory were present.

"Barrels have been used this season by practically all commercial growers operating in this section.

"Met and conversed freely with growers at sessions and between the meetings. Our barrel literature was distributed thoroughly among those present. Equipment representatives were accorded the courtesy of attending the meetings, which presented opportunities to push publicity and court good will.

"Harvest this year was exceptionally good and to date has been generally disposed of. Barrel requirements are ample for this season."

IOWA STATE HORTICULTURAL AND AFFILIATED SOCIETIES MEETING

Mr. Hughes reports: "Attended the 48th annual convention of the Iowa State Horticultural Society and affiliated societies at Des Moines, Iowa, December 6th and 7th. The convention embraced six group meetings and was attended by about 250 members.

"Courtesy of attendance at all group meetings was extended to equipment industries, which afforded good opportunities for us to distribute barrel literature and converse on barrel usage with fruit and vegetable growers.

"Mr. Clifford A. Holt, Des Moines, read a strong paper in advocacy of co-operative purchase of barrels and baskets to a joint meeting of the six affiliated groups. Tendencies are strongly leaning toward putting this into practice by growers of Iowa.

"Barrel patronage was generally better this year than last by fruit growers, and the members of our association are assured of opportunity to quote barrel prices by volume next year.

"Every courtesy was accorded your field representative by State Horticultural Secretary Herriek, who expressed gratification at the interest taken in their problems by the cooperage industry.

"Basket representatives were not in attendance at this convention. I was informed that basket patronage has greatly fallen off this season."

Missouri State and Heart of America Poultry Show, Convention Hall, Kansas City, Mo., December 11th-15th

Mr. Hughes, field representative, reports as follows: "Attended the Missouri State and Heart of America Poultry Show in Convention Hall, Kansas City, Mo., December 11th-15th. The exhibition was said to be the largest of its kind of any show held in America this year.

"Had an exhibit of poultry, fruit, potato and vegetable barrels in a prominent section of the building which created a favorable impression on those interested in the poultry industry.

"Barrel literature distributed covered packing and shipping of the various farm products and was taken away for future reference."

Southwest Horticultural Conference and Exposition, Kansas City, Mo., December 18th-19th

Mr. Hughes attended the above conference and reports: "The first Southwest Horticultural Conference and Exposition was held at the Coates House, Kansas City, Mo., December 18th-19th, under the auspices of the Missouri State Horticultural Society, with the co-operation of the following State horticultural societies: Iowa, Kansas, Oklahoma, Nebraska and Arkansas.

"The Missouri State Horticultural Society is responsible for the origin of the Southwest Horticultural Conference and Exposition, which is the beginning of a biennial apple and potato show that is to be continuous in the future.

"The attendance was made up of fruit growers, professors and students from the various colleges, and equipment representatives. The hall room of the hotel was set aside for the display of fruit and farm equipment. About fifteen industries exhibited, which included a full exhibit of fruit, vegetable and potato barrels by our trade extension department, baskets by the Package Sales Corporation, and hampers by the Leigh Banana Case Co.

"The feature of the conference was the good opportunity offered to distribute barrel literature to potato and apple growers coming from the five States mentioned."

A TRADE CALL OF VITAL IMPORTANCE

St. Louis, Mo., December 6, 1923.

TO THE SLACK COOPERAGE AND COOPERAGE STOCK TRADE:

In the past eight or ten years, possibly more, those engaged in the slack cooperage industry were confronted with the fact that their business was gradually being taken away from them—a slice now and again here and there in well defined up-to-that-time barrel-using industries. This state of affairs was brought about primarily by the aggressive advertising and selling methods of the manufacturers of substitute containers.

The cooperage industry, with its wonderful container, was seemingly under the impression that nothing, certainly no substitute, could supplant the wood barrel. The truth, however, has been brought home to all of us that such an impression was simply a delusion, forcefully demonstrated by the now reduced volume (or practical exclusion) of slack barrels in such industries as flour, sugar, cement, fertilizer, salt, fruit, etc.

The very life of the slack barrel was threatened. To meet this alarming condition, reclaim some of the lost patronage and if possible open up new channels of trade, the present trade extension work was started. It was and is a pressing necessity. No one, we are confident, will question this fact, nor, on the other hand, question the wisdom and value of the trade extension campaign. It has brought results—direct results—to the slack cooperage industry.

We are now entering a new period, the year 1924, from which we anticipate some splendid returns. To secure the greatest measure of success for the slack barrel is our aim, but to achieve this we must have the support, moral and financial, of every unit in the industry. With this assurance and knowledge success will crown our efforts and bring to the slack barrel renewed and continued patronage. A subscription blank is attached; please insert therein the amount you wish to contribute and return to the A. C. I. of A. office and we will make 1924 a record business year for slack cooperage.

Yours very truly,

SLACK TRADE EXTENSION COMMITTEE,

W. P. ANDERSON, Chairman,
T. A. WALSH,
G. E. WILSON.

Surely no finer work in the interest of the wooden barrel, slack and tight, could possibly be conceived of, planned for or carried out, than the trade extension work which Mr. Hughes is now doing. Properly and adequately supported trade extension would revolutionize the cooperage industry. Are you doing your part?

CAN ANY MEMBER OF THE COOPERAGE INDUSTRY—WHETHER CONNECTED WITH THE ASSOCIATION OR NOT—AFFORD TO PASS THIS BY?

SLACK COOPERAGE STOCK GROUP, SLACK COOPERS' GROUP, SECOND-HAND BARREL GROUP OF THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA

.....1924.
The undersigned, in consideration of the execution of similar agreements by other members of the association, and in consideration of the benefits to result therefrom, hereby subscribes and engages to pay to American Trust Company, St. Louis, Trustee, the sum of \$.....

Payments to be made in cash in advance quarterly, viz.: On the first of January, April, July and October, 1924. This and all other similar subscriptions are subject to the approval of the Trade Extension Committee.

The fund raised by this, and other similar subscriptions, is to be expended to promote the use and consumption of the slack barrel by such means as in the judgment of the Joint Committee, composed of W. P. Anderson, T. A. Walsh and G. E. Wilson, or their duly appointed successors, may be best suited for the purpose.

It is understood and agreed that the Joint Committee herein named shall have power to make contracts for the expenditure of the fund for the purpose herein stated; and that the American Trust Company, Trustee, shall pay out of the fund deposited with it under this agreement such bills and accounts incurred for the purpose herein stated, as may be approved in writing by the Joint Committee or a majority thereof; and that in case of death, resignation, refusal to act, or disability of any member of the Joint Committee, the vacancy thus created shall be filled by an appointment to be made by the Vice-President of The Associated Cooperage Industries of America, who is *ex officio*, the presiding officer of the Slack Cooperage Stock Group. The persons appointed to membership on the Trade Extension Committee must be members of The Associated Cooperage Industries of America and subscribers to the fund for promoting the use and consumption of the slack barrel.

Name of Subscriber.....

Address.....

[Cut this out, sign and mail today to Association Headquarters, B-20 Railway Exchange Bldg., St. Louis, Mo. It means protection for your business and increase of your trade.—Editor.]

FEDERAL RESERVE BOARD'S REVIEW OF YEAR SHOWS THE MOST SATISFACTORY BUSINESS SINCE 1915

The American people produced more, spent more and saved more in 1923 than in 1922, the Federal Reserve Board, Washington, D. C., said December 30th, in its annual review of economic conditions for the year.

As a whole, the review said, the year was characterized by the large industrial output, virtually full employment, a sustained customers' demand for goods and a level of prices more stable than in any year since 1915.

Tracing the course of business development, the board found the peak of the output was reached in May. There followed a recession in industrial activity during the summer months, which, the board said, arose more from "a hesitancy of business concerns in placing forward orders than from a lessened demand on the part of ultimate consumers." The price declines which accompanied the condition were, therefore, chiefly in materials used in industry rather than in customers' goods.

National Income Larger

"A national income larger than in 1922 arising both out of increased earnings of factory workers and larger proceeds from the sale of farm products," the review continued, "furnished the buying power to absorb the year's increased output of goods. The income of industrial workers, as the result of a volume of employment approximately 13 per cent. larger than in 1922 and of wage advances, greatly exceeded that of the previous year."

"The total value of agricultural production was about \$900,000,000 greater than in 1922. The increase in income was not accompanied by a corresponding rise in the cost of living, and the large growth in savings deposits indicates that there was a considerable margin of income above expenditures. The increased buying during the year is reflected in the volume of retail trade, which was larger for every month of 1923 than of 1922 so far as monthly figures are now available, and the total of department store sales for the ten months exceeded those for the corresponding months of last year by 13 per cent. The distribution and marketing of goods was facilitated by the improvement of transportation facilities, and the volume of railroad traffic was the largest on record."

Agriculture Production Greater Than 1922

"In agriculture the final estimates for the year indicate a physical volume of production larger than the year before, and at the prevailing level of farm prices the total value of the year's crops is about 12 per cent. above that of 1922. Furthermore, a larger portion of farm income was available for current expenditure, since less of the income than in preceding years was used in the repayment of loans. Sales of mail-order houses, representing chiefly purchases in rural communities, increased by 31 per cent."

"The recovery of agriculture, however, is still incomplete, particularly in the wheat and livestock industries, and the unusual business growth of the year has been chiefly in the industrial sections. It is the demand on the part of industrial workers which, even with the decreased foreign demand, has resulted in a better market for agricultural products."

"In addition to the large purchases of goods for immediate consumption, there was also an exceptionally heavy demand for houses and automobiles, as indicated by the growth in the construction of buildings and the manufacture of motor cars. The automobile output of the year will total nearly 4,000,000, an increase of more than 50 per cent. over 1922."

Building at Peak

The building activity, which had been at a high level during 1922, reached a maximum in the spring of 1923, and then slackened somewhat owing to the rapid advance in wages and in prices of materials. With the subsequent decline in construction costs activity was renewed and for the eleven months ending in November contracts awarded totaled more than for the corresponding months of 1922."

"Building operations on a considerable scale were general throughout the country, and residential building not only increased more rapidly than construction for business and industrial purposes, but constituted a larger proportion of the total than in the four previous years. The large volume of construction not only led to increased production of building materials, but also resulted in large sales of furniture and other household goods and was an important factor in the demand in many lines of trade."

Confidence Improved

While the business attitude has been one of watchfulness, the board believed greater confidence had been

instilled by the continued industrial activity of the fall months and the steady demand for consumers' goods. Throughout the year, however, the review added, the attitude of business acted as a moderating influence and thus to an extent stabilized trade and industry, the hesitancy was declared to have resulted from a general belief on the part of business leaders that the expansion which had lasted more than eighteen months could hardly be maintained and the recession which followed was, therefore, merely an expression of the conservative attitude taken by the business community. Notwithstanding the business expansion of 1922 and early 1923, the amount of credit used by the country, as indicated by the demand on the Federal Reserve banks, remained virtually constant. The range of amounts borrowed through the Reserve System was from \$1,000,000 to about \$1,200,000,000, the board's records showed.

The constancy of the credit volume during the two years has served as a basis for observation by the board as to policy requirements, the review said, and this was particularly true of the effect of changes in the volume of open market holdings upon the volume of discounts by the member banks. Summed up, the board found that whether the member banks' discounts changed upward or downward, the cause could be found in the volume of open market purchases by the Reserve banks.

Growth in credit used by member banks in the agricultural districts during the year was much larger than in the industrial districts, the review said, adding that discounts by the agricultural districts, Richmond, Atlanta, St. Louis, Minneapolis, Kansas City and Dallas, increased by 69 per cent. between January and September. Discounts at the other Reserve banks, or those in almost wholly industrial sections, increased only 31 per cent. Although this applied, it was explained, only to borrowers financed through the Reserve banks, attention was called to the fact that it was probably a true indication of general borrowing operations.

TREVOR MFG. CO., PLACE NEW, SIMPLIFIED TONGUE AND GROOVED MACHINE ON THE MARKET

Recognizing the growing demand for barrels with tongued and grooved staves, the Trevor Manufacturing Company, of Lockport, N. Y., have placed on the market a new simplified tongue and groove machine. Free from complication and yet rapid in operation, this machine, its manufacturers claim, turns out excellent work without undue loss in spoiled staves. Parties desiring a compact, handy and rapid machine for such work will find this of great interest.

The new line of slack barrel machines recently put on the market by the Trevor company has met with great favor among the trade. Several outfits have been installed, and the users declare they are practical and efficient for the small shop as well as the large one. The new line of machinery is moderate in price, rapid in operation, durable in construction and in no degree complicated, according to the makers. It is a practical proposition for all slack cooper shops. A set of machines consists of an improved power-driven friction windlass and setting-up form, an automatic head truss hoop driver and levelling machine, and a chamfering and crozing machine.

Interested parties will be given full information regarding these machines and are invited to pay a visit to the company's plant at Lockport and inspect the machines in operation in nearby mills.

In addition to the above mentioned machines, the Trevor Manufacturing Company builds a complete line of machinery for making staves, heading and hoops, and have recently put on the market an improved heading planer, as well as having made a number of improvements in their other machines.

CHAS. J. BROWN ASSOCIATES WITH THE PADUCAH COOPERAGE CO.

Chas. J. Brown, of the J. D. Hollingshead Company, Chicago, has severed his connection with the Hollingshead Company and is now associated with the Paducah Cooperage Co., Paducah, Ky., in the capacity of vice-president in charge of sales and as assistant to B. C. Kilgore, president.

Mr. Brown will have charge of the New York office of the Paducah Cooperage Co., and will divide his time between Paducah and the Eastern sales office.

WILL MAKE BARREL STAVES

The Wilmington Wood Products Company, Wilmington, N. C., announces it will build a plant for the manufacture of barrel staves. The company will invest \$75,000 in the buildings and in equipment.

NATIONAL CONFERENCE ON TRANSPORTATION TO BE HELD IN JANUARY

A call for a national conference on transportation, to be held in Washington, January 9th, 10th and 11th, was issued in December by Julius H. Barnes, president of the Chamber of Commerce of the United States.

Two hundred leaders of recognized standing in agricultural, commercial, educational, financial and industrial fields have been invited to take part in its deliberations and in the discussion of problems involved in the development of an adequate national transportation system.

It is expected that every State will be represented at the conference. The personnel will include spokesmen for national farm and labor organizations, public officials, editors and publishers, heads of large commercial and industrial corporations, bankers and insurance company officials, and executives of railway systems, steamship and motor transport companies.

"Congress embarked upon a constructive policy for the development of transportation by the enactment of the Transportation Act of 1920," said Mr. Barnes, in calling the conference, "but there is much more to be done if this policy is to be made effective."

"The expanding transportation needs of America can be easily visualized and must be resolved so that national wealth and individual production may be marketed into consumption. All production, agricultural and industrial, is dependent on adequate and ready distribution."

"National income, earned only through transportation and distribution, rises thus:

1890	\$12,000,000,000
1900	18,000,000,000
1910	32,000,000,000
1920	60,000,000,000
1930	What?
1940	What?

"Representatives of all sections of our people are asked to this conference to express their sober judgment on questions raised by the past eight months' preliminary studies of the special committees working under the auspices of the National Chamber of Commerce."

"What is the probable future of transportation growth?"

"What principles of regulation, federal and State, protect the public interest and yet encourage expansion?"

"What policies promise to attract the necessary capital and credit?"

"What principles of rate-making hold most fairly the scale of relative rates?"

"Where does highway and motor transport promise its highest service?"

"How can water highways contribute their fullest service?"

"Within what formula can all transportation develop best the stimulant of private initiative and enterprise in the very interest of expanding service and the utmost economy of operation?"

The idea of a conference which would consider the problem of transportation from the national viewpoint was first suggested at an informal meeting, last January, of representatives of various transportation and business interests, attended also in an unofficial capacity by Secretary Hoover. In accordance with a resolution adopted at this meeting, the president of the Chamber of Commerce of the United States appointed six composite committees to undertake the study of as many phases of the transportation problem, with the aid, so far as available, of the agencies of the government and of private organizations.

The reports of these committees have been completed and made public. They deal with: (1) Government Relations to Railroad Transportation; (2) Railroad Consolidation; (3) Readjustment of Relative Freight Rates; (4) Relation of Highway and Motor Transport to Other Transportation Agencies; (5) Development of Waterways and Co-ordination of Rail and Waterway Service; (6) Taxation of Transportation Agencies.

Each committee submitted a number of findings and recommendations which will serve as the basis of discussion at the forthcoming conference from the point of view of the various sections represented and of the various interests directly concerned in transportation.

J. C. PENNOYER CO. INCORPORATES

The J. C. Pennoyer Co., cooperage stock manufacturers, 8 South Dearborn Street, Chicago, Ill., has been incorporated with a capital stock of \$450,000. The company is officered as heretofore, with Mr. George I. Nervig, president.

ESTABLISHED OVER ONE-HALF CENTURY



Officers and Directors:
L. CARROLL HOLLINGSHEAD, President
PAUL L. DYSART, 1st Vice-President
CHARLES L. ALLEN, 2d Vice-President
J. R. MELCHER, 3d Vice-President

J. D. HOLLINGSHEAD CO. 167 EAST CHICAGO AVE.
CHICAGO, ILLINOIS

LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

RUST-PROOF STEEL HOOPS

The subject of rust-proofing steel cooperage hoops was recently opened up by A. L. Poessel, of A. L. Poessel & Company, Chicago, Illinois. Mr. Poessel's interesting letter, with such replies, comments, etc., as we have so far received from our steel hoop manufacturing friends touching the protecting of steel from rust, is appended, and as the subject is of more than passing importance THE JOURNAL would be pleased to hear from any and all of its many steel hoop using barrel manufacturers, not so far addressed, as well as any others who may have anything of value to impart in the way of added information.

CHICAGO, ILL.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

While we are primarily interested in marketing staves and heading, we are, nevertheless, interested in anything that will promote the welfare of the cooperage industry. Therefore, we are bringing to your attention the subject of rust-proofing steel cooperage hoop.

There are in use three methods of protecting steel cooperage hoop from rust; viz., galvanizing, sherardizing, painting.

Recent inquiry leads to the possibility of offering an addition to the above, but, instead of coating the hoop, the rust-proofing metallic element is incorporated directly with the steel hoop in its course of manufacture. Experiments of the American Society for Testing Materials indicate that the addition of an alloy, even in small percentage, increases the resistance to rust or corrosion of steel 100 per cent. over ordinary steel.

A certain cooperage hoop manufacturing company is prepared to supply hoop so made with alloy at 15 cents per 100 pounds over regular market prices of ordinary steel hoop.

While this hoop, which for convenience should be designated as two-element hoop, is not absolutely rust-proof, it may be sufficiently so as regards its use for cooperage, owing to the non-permanence of its requirements.

I am interested to learn if this improvement can find its place in the cooperage industry, hence my reason for addressing THE JOURNAL.

Yours very truly,

A. L. POESSEL.

Coopers Adverse to Paying Extra Cost

Direct inquiry among many coopers as to the possible use of rust-proof steel hoops develops the fact that the extra cost, necessary to produce hoop steel with the incorporated alloy, would operate against its sale, although indications are that it would possibly be given preference at an equal price. All of which reporting bears out the statements made in two of the following letters; namely, the Atlantic Steel Co. and the National Manufacturing Co.

Incorporated Alloy Gives Certain Resistance to Rust

Mr. Chas. F. Stone, vice-president of the Atlantic Steel Co., says: "It is possible that the subject referred to is the addition of a small amount of metal to a heat of steel, as it is made in the open-hearth furnace, to give the material a certain resistance to rust."

"From what we know of the cooperage business, we doubt if barrel makers, as a rule, will be willing to pay an extra price for steel even should somewhat better rust-resisting qualities be claimed for it."

The National Manufacturing Co., Detroit, Mich., says: "Regarding rust-proofing steel hoops, should the addition of an alloy not increase the price of steel hoops we would consider the process a very good one."

How Wire Hoops Are Rust-Proofed

Although the subject under consideration applies to flat steel hoops, nevertheless, Mr. H. S. Lockwood, manager of the sales department of the New York office of the American Steel and Wire Co., Chicago and New York, advises, interestingly, as to rust-proofing the round wire hoops, which the American Steel and Wire Co. furnish the cooperage trade. Mr. Lockwood says: "While round wire hoops are not concerned in this correspondence, still, I desire to say a word with reference to our round wire hoops, and that is, that the rust on these does not impair their efficiency and frequently coopers prefer to have them at least slightly rusty so that they will hold more securely on the barrels. It is a common practice to leave our shipments, when received, out in the open where rust may accumulate."

Knows of No Better Steel Hoop Operation Than Hot Galvanizing

SHARON, PA.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We thank you for your letter of the 24th inst. in relation to a new method of rust-proofing steel hoops, etc.

We are interested, of course, as we have been galvanizing hoop steel for many years, and we do not know of any substitute system or operation that is any better or the equal of galvanizing, i. e., hot galvanizing. Yours very truly,

SHARON STEEL HOOP CO.,
 H. T. GILBERT, Vice-Pres.

BUFFALO COOPERAGE MARKET

The flour barrel trade remains pretty steady in these days and coopers usually think the falling-off will not go any further. With flour as cheap as it is, one would think that the family trade would return to wood packages, but that does not seem to be expected. It is the slow revival of the demand for flour abroad, especially in hot countries, that will add to the use of the barrel, if anything does. The package in this case must be a good one. Barrels not only need much handling in going to South Africa or the West Indies, but they must be insect-tight and rain-proof.

Prices on flour barrels have not changed lately, being about 75c to 80c. Material prices are steady as compared with a month ago. Hoops are a little stronger, while staves have eased off a trifle. As there is much demand for lumber in the building trade, it is not expected that cooperage material will show any weakness in the near future.

Milling Companies Are Building at Buffalo

Developments have been coming fast in the milling industry of late. It was only a few months ago that the Pillsbury Flour Mills Co. began the erection of a new mill here, and now it is said that the building will

A. L. POESSEL & COMPANY

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Cooperage Stock

Staves-Hoops-Heading

Quotations Cheerfully Made

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 MOBILE, ALABAMA

be completed within a few weeks. This was followed by the official announcement that the Russell-Miller Milling Co. would erect a mill here of 3,000 barrels capacity. Both these mills will be ready in time to grind wheat in the fall of 1924. The Hecker-Jones-Jewell Milling Co. stated some time ago that it intended to build a mill here, but was waiting for a more convenient season. The site has already been bought.

Cooperage Trade Should Look Up

What Buffalo gains in the milling industry, to a large extent, Minneapolis will lose, and it is threatened with losing within a few years its primacy in the making of flour, which honor is expected to come to Buffalo. The result of this shifting of production will be far-reaching. It will mean that less flour will be brought down the lakes and that wheat will come instead. The package-freight carriers do not like this outlook, for it is going to mean loss of business. But for the cooperage trade it ought to mean a revival of trade and more jobs for good coopers than for many years past.

Food Associations and Allied Industries Will Hold Conventions

A number of large food and allied industry organizations will hold conventions at the Elmhurst music hall in Buffalo during the week of January 21st to 26th. The largest body is the National Cammers' Association, which will also hold a food show. Others are the National Machinery and Supply Association, the National Kraut Packers' Association, the National Canned Foods and Dried Fruit Brokers' Association and the National Pickle Packers.

Personals and Trade Notes of Special Interest

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., was elected one of the directors of the Buffalo Club on November 30th, to serve for a period of three years.

George B. Price & Son, coopers at East Pembroke, N. Y., are making an addition to their plant, taking the material from the barrel plant, which is being torn down, for an extension of the heading mill.

Members of the local cooperage trade learned with regret of the death on December 4th of Charles M. Warner, president of the Warner Sugar Refining Co. His company was formerly a large buyer of material in this market.

Alfred Little, head of the Niagara Cooperage Co., Lockport, N. Y., has been in the city lately doing some holiday shopping and calling on his brother, George W. Little, of Jackson & Tindle.

The Quaker City Cooperage Co. has been making quite a few flour barrels lately for export. These barrels are carrying a large number of wooden hoops and surely ought to reach their destination in good shape.

Jackson & Tindle report the usual holiday quiet prevailing in the cooperage trade. The firm has been operating its mills in Michigan fairly actively but has been handicapped by lack of snow for logging.

At its last annual convention, lately held, the New York State Cammers' Association voted overwhelmingly in favor of New York State apples as being the best fruit in the United States for pie making.

Frank G. James, a cooper of Lockport, N. Y., was found dead at the home of his sister, Mrs. Charlotte Tagg, in that city, on November 30th. Death resulted from heart failure. He was 49 years old and formerly employed by the Niagara Cooperage Co. He leaves one other sister in that city, Mrs. William Chambers, and also two brothers, Joseph, of Lockport, and William, of Buffalo.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

COMPLETE STAVE AND HEADING OUTFITS

Used machinery rebuilt by experts, production guaranteed.

STAVES

Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney.
Planers, Oram, Dreadnaught, Gerlach.
Jointers, Oram, Gerlach, foot power.
Cutters, Greenwood No. 3 and No. 4.
Crossers, Oram, Gerlach, Holmes.
Presses, Wayne, Hoosier.

HEADING

Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
Turners, Greenwood, Trevor, Gerlach, Oram, Rochester.
Jointers, Greenwood, Trevor, Oram, Rochester.
Presses, Noble, Greenwood.

MISCELLANEOUS

Knife Grinders, Noble, Defiance.
Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

FOR SALE—

One Oram tight barrel stave jointer.
One six-knife stave lister.
One Battle Creek drag saw, tight and loose pulley.
Two all-steel sawmills used for fitching.
Two 100-horse boilers.
And lot of other stave machinery.
Write us for prices.

DINWIDDIE STAVE CO.,
708 Intersouthern Building,
Louisville, Ky.

FOR SALE—

Holmes No. 48 hoop driver.
Brady double-end trusser.
St. Joe Stapling machine.
Toledo hoop welding outfit.
Bliss hoop-forming machine.
60-inch Greenwood heading jointer.
Greenwood power-feed heading jointer.
Whitney 20-inch stave saw.
Oram double-wheel stave jointer.
All machines guaranteed.

WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

FOR SALE

REBUILT STAVE AND HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

FOR SALE—Real bargain, with easy terms: full equipment of barrel machinery for manufacturing tight barrels of 5-gallon to 145-gallon capacity, complete and in good condition, with all supplies. Address "EQUIPMENT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Beer barrel hoop driving machine. Address HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

FOR SALE—Splendid slack stave sawing outfit. Address HARIAN STAVE CO., Stanardsville, Va.

HELP WANTED

WANTED—Reliable, experienced man as filer foreman for one-saw slack cooperage plant in Florida, located in good town with excellent living conditions. Give references when writing. Address "FLORIDA," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—A first-class man as superintendent of a tight cooperage plant with a four hundred barrel daily capacity. Give full particulars in first letter. Address "FIRST-CLASS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

MACHINERY WANTED

WANTED—The following second-hand barrel and keg machinery:

One barrel and one keg setting-up form.
One barrel and keg heater.
One combination trussing machine for barrels and kegs.
One latest improved crozer, howeling and chamfering machine.
Chuckings for sizes from five to fifty-gallon packages.
One late-type heading-up machine.
One sanding machine for kegs and barrels.
One combined hooping machine for barrels and kegs.
One bung-boring machine.
One combined punching, flaring and shearing machine.
One riveter.
Assorted sizes of iron tress hoops from five to fifty gallons.
All machines must be in perfect condition and ready for use. State prices, type or model, manufacturer's make and how soon delivery can be made. Address "PROMPT," care "The National Coopers' Journal," Philadelphia, Pa.

WANTED—Steam boiler, about four or five horsepower; in first-class condition. GLUCK BROS., INC., Perth Amboy, New Jersey.

Value of "Journal's"
Special Advertising Department
Thoroughly Demonstrated

Montgomery, Ala., December 27, 1923.

Editor, "The National Coopers' Journal":

You will please discontinue our special advertisement, as we have sold the heading-up machine and other machines which we were advertising.

It has been thoroughly demonstrated to us that if you have any cooperage machinery for sale you should insert an advertisement in "The National Coopers' Journal." After the first issue we keep the stenographer busy quoting prices on machinery or writing that the machinery has been sold.

Wishing "The Journal" a Happy and Prosperous New Year, we are
Yours truly,
MONTGOMERY STAVE & COOPERAGE CO.,
By Henry F. Smith.

SECOND-HAND PACKAGES FOR SALE

FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,000 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—We have about two cars of 100-pound nail kegs: A No. 1 condition; without heads; will sell cheap. BRUCKMANN COOPERAGE COMPANY, 2415 S. Third Street, St. Louis, Mo.

FOR SALE—TIMBER LAND

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousas, La.

STOCK WANTED

WANTED—Fifteen cars of 14" to 30" wine or mill run white oak cut-off staves.
Ten cars of 18" to 30" red oak cut-off staves.
Eight cars of 11" to 18" mill run white oak cut-off heading.
Eight cars of 11" to 18" red oak cut-off heading.
Two hundred thousand 22" white oak oil heading.
Two hundred thousand 22" red oak oil heading.
Two hundred thousand 36" gum staves.
LOUISVILLE COOPERAGE CO.,
Louisville, Ky.

SECOND-HAND BARRELS WANTED

WANTED—From five to six cars of second-hand, single or double-head nail or rivet kegs that have formerly held 200 pounds of nails or rivets. Quote prices delivered Canton or f. o. b. point. We are also in the market for a few cars single-head heavy cooperage suitable for tar. Write us your offerings. Address CANTON BARREL COMPANY, Elevenh Street, S. E., and B. & O. tracks, Canton, Ohio.

WANTED—Mixed carload of 50-gallon coca-cola malt and denatured alcohol barrels. Quote lowest price f. o. b. Indianapolis, in first letter. Address JACK COHEN COOPERAGE WORKS, 115 West Norwood Street, Indianapolis, Ind.

SECOND-HAND PACKAGES WANTED

WANTED—Five cars of 55-gallon galvanized or black heavy-gauge iron drums, suitable for high-grade motor oil. Must be in first-class condition, with all stoppers. Quote f. o. b. Philadelphia. HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

BUSINESS OPPORTUNITIES

WANTED—Partner, either sex, to invest small amount of capital and attend to clerical end of assured and sound manufacturing business. Best of references required as to character and ability to learn. Correspondence solicited. Address "CONTAINER," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—A slack stave and heading mill to run on contract or commission basis. Have had 26 years' experience and can give best of reference. Will go anywhere. Address "CONTRACT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To hear from cooperage plants nearest to the New England district that have quantity production on wire barrels, 5 to 50 gallons. Address "QUANTITY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To purchase staves for some good cooperage company. Have had fifteen years' experience and can give best of references. Address "STAVES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

PLANT FOR SALE

FOR SALE—The plant, machinery, timber and other property rights of the McGehee, McCracken Veneer Company, Livingston, Ala. Plant covers ten acres of land which are owned by the company and is situated on the railroad right in the town of Livingston. Plant is operating and can be inspected at any time. For full particulars address MONETTE, TAYLOR & DOZIER, Trustees, Box 2511, Birmingham, Ala., or J. A. MITCHELL, Livingston, Ala.

FOR SALE—My entire holdings, which consist of 55 per cent. of the common stock of an old-established concern—manufacturers of and dealers in barrels, boxes and crates. Every department is working at its full capacity; output between \$20,000.00 and \$25,000.00 per month. Factory and yards, located in northern Ohio, cover about four acres of ground and are located on the New York Central Railway.

Address "FACTORY," care "The National Coopers' Journal," Philadelphia, Pa.

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Completely equipped saw, stave, hoop and heading mill, with all modern machinery. Plenty of timber available. Good market and well established for product.
Situated on two railroads and water transportation.
Suitable terms can be arranged.
Address "MODERN," care "The National Coopers' Journal," Philadelphia, Pa.

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WANTED—Position as slack barrel machine foreman; have had 20 years' experience and can give good references. Address "FOREMAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Our new plant location gives us a storage space for 20,000 barrels, so that we are always equipped to fill all orders promptly.

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Shorts 24" to 30" long

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All kinds of Cut-Offs and all kinds of Hand-

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...MANUFACTURERS OF...
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Address all Correspondence and Orders to **QUITMAN, GEORGIA**

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YOU WILL LIKE THEM—WRITE US NOW
TREXLER COOPERAGE CO.
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MANUFACTURERS
COILED ELM HOOPS
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Write us NOW!
LAKE VILLAGE - - ARKANSAS

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OUR SPECIALTIES
GUM APPLE BARREL STOCK PINE TRUCK BARREL STOCK
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Manufacturers of all kinds of
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From WHITE OAK, RED OAK, ASH and GUM
SATISFACTION GUARANTEED
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A large supply
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Write us whether you want
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**OAK STAVES
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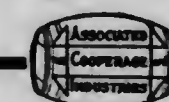
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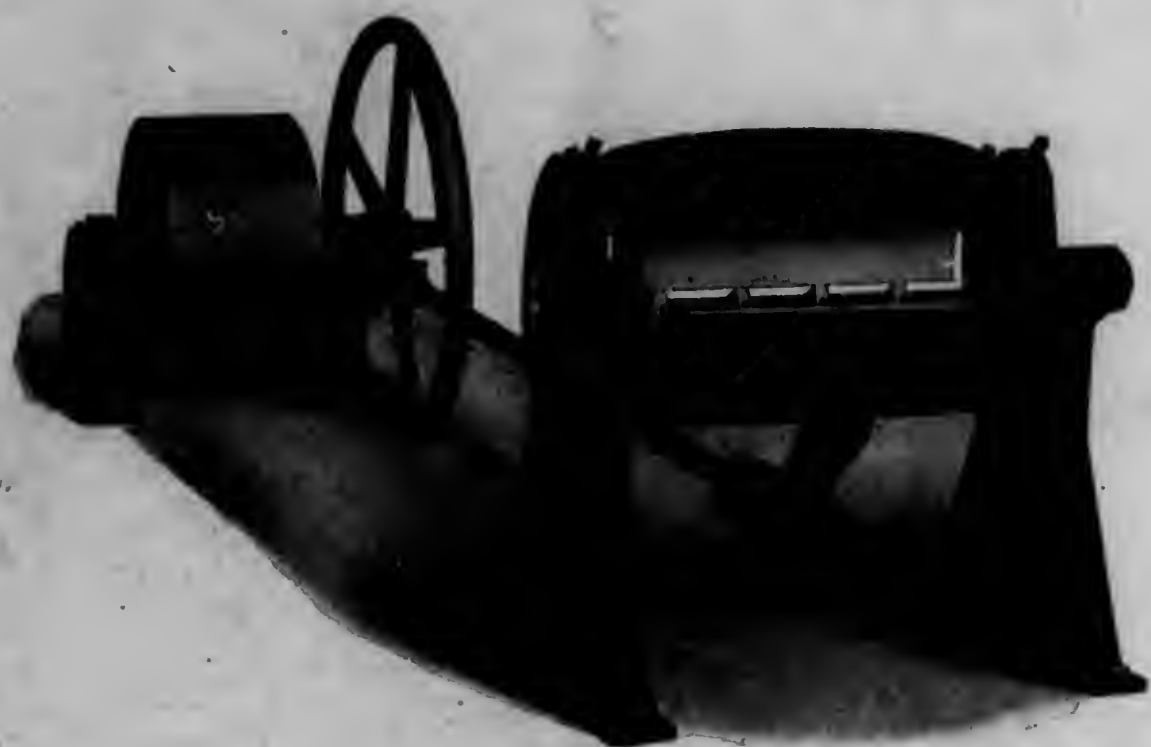
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Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 500 pounds weight. We manufacture machinery for sawing, jointing, planing and crossing, staves; for sawing, jointing, dowsing, planing and crossing heading.

MODERNIZE YOUR PLANT

Scrap Machinery invented before the Civil War and install a Gerlach Outfit that will make Tight Barrels that are tight, from any strong, non-porous timber.

BUILD

barrels with perfect joints that will not leak; a product that is infinitely superior to the tin and iron near barrels now being experimented with. Wood is tasteless, stainless and rustless and being a poor conductor of heat or moisture, keeps its contents in their original condition.

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MANUFACTURERS OF
**Tight Barrel
Circled Heading**

The National Coopers' JournalTHIRTY-NINTH
YEAR

PHILADELPHIA, FEBRUARY, 1924

\$2.00 PER YEAR
VOL. XXXIX, No. 10.**New Orleans Reports Freezing Weather Destroys
Enormous Expected Vegetable Crops and Barrel
Manufacturers Suffer Trade Set-Back**

In its New Orleans report, the January number of THE JOURNAL stated that the long-deferred vegetable season had opened with a rush, and that many shippers were calling for large numbers of barrels for immediate use. That statement was true at the time it was written, but there is many a slip between the typewriter and the printing press, and by the time that article reached the readers it was false and misleading, for conditions had changed and the produce-barrel business had suffered a disastrous knockout.

The acreage planted in garden truck in this section has been constantly increasing, and this season it surpassed all expectations and there was every indication of an enormous yield. The harvest was delayed, first by a slow demand due, perhaps, to mild weather in the northern markets, then by long-continued rains, but at last the shipping season opened.

Prior to this the coopers had suffered severe disappointment on account of the partial failure of the sugar crop and the almost complete lack of demand for sugar cooperage. The vegetable season was expected to give them a chance to make up their losses and turn failure into success, and they had made their preparations accordingly. This was their great opportunity, and they were determined to avail themselves of it to the utmost.

Blizzard Blasts Hopes of Big Trade

When the season opened and the large shippers, those who use forty thousand barrels or more each during the season, were ready to buy and were calling for delivery of their first installments of 5,000 barrels each, while small shippers, with hundred-barrel orders, were too numerous to mention, then the blizzard caught us in its toils.

Cold Weather Sometimes a Benefit to Truck Crops

We have a severe cold spell here once in every four or five years. Produce growers expect these cold snaps, and know how to meet such emergencies. It sometimes happens that we have a cold snap here that to a stranger would seem utterly destructive to growing crops, but which, in some mysterious way, comes and goes without causing any material damage. In fact, the gardeners often say that an occasional cold wave is beneficial to their crops.

All of New Orleans Caught Napping

This cold wave was, however, the worst in its effects that has visited this region in a generation. Of course, the weather bureau had given out due warning, but no precautions could be made that would guard crops against it. Here in the city no one realized what it was to be like, and no precautions were taken, and the destruction of water pipes was general. On Sunday, January 6th, this city was dryer than Mr. Volstead ever dreamed of making it. All faucets were dry, and the few prudent householders who had the foresight to save a pitcher of water gained wide popularity by giving their neighbors enough to make their breakfast coffee. In one yard a bursted pipe spouted freely, but it was guarded by a small boy, who charged ten cents for every bucketful carried away. Fortunately the river was still open, but few availed themselves of the facilities for bathing which it presented.

The freeze lasted thirty-six hours, and when the weather grew milder a drive through the trucking region showed the extent of the destruction. The abundant crops that had promised wealth to the growers, and over three months' work to all the coopers in town, were a total loss, and rotting vegetables filled the air with a dark brown odor.

Growers Are Re-Planting

There never lived a pluckier set of men than the New Orleans vegetable growers, and even while the ground was still hard frozen they began their preparations for plowing under the remains of the first crops

and planting new, but the weather fluctuated constantly, and on January 20th there was another freeze almost as severe as the first, which destroyed all hopes the gardeners may have had for an early second crop. At this writing, January 24th, with a cold rain falling and the threat of another freeze, it seems impossible for them to raise crops that will be ready for sale much before the season for early crops in the northern States. If new crops are raised in quantities greater than are needed for domestic consumption, the surplus can not be sold in Chicago in competition with Indiana and Illinois vegetables.

Barrel Demand Cut

"We will not need any barrels," the owner of a large truck farm said, "for if we have any surplus it will not be enough to fill a barrel, and we will use hampers." This is an extremely pessimistic view, but it really is the way men feel on the subject now.

Early in 1923 the sugar industry promised a large market for barrels, and the coopers made up good supplies to meet the expected demand, but, for various reasons the grinding season was an utter failure as far as the coopers were concerned. Then in the expectation of an enormous vegetable crop they made large supplies of vegetable barrels, to be ready for the great rush, only to have another disappointment worse than the first. It is not probable that more than twenty thousand vegetable barrels were sold by all the coopers in this city before the freeze stopped the demand.

The condition of most of the shops here is the same, capital tied up and all available warehousing space crowded with barrels for which there is no demand and no prospect of any demand at any time in the near future. The industry here has survived many severe crises, but never one quite so serious as this.

Slack Coopers Working on Miscellaneous Orders

The slack coopers who are doing anything are working on small miscellaneous orders for meat packers, fish shippers and coffee roasters. Coffee when done up in pound packages is usually shipped in barrels, but the shippers of bulk coffee usually prefer bins, that is, good covered boxes from which the product is retailed. These bins should be replaced by barrels, but no one seems to be able to make the shippers see the matter in the right light.

Asphalt Barrel Trade Is Exacting

There is some demand for asphalt barrels, but the requirements of this trade are rather exacting, and most coopers are willing to let those who have the business keep it.

Scarcity of Pine Staves

Miscellaneous small lines of business make some demand for pine barrels. Pine heading of good quality seems to be plentiful, but the market is bare of pine staves. The cause of this probably is that good pine is worth more for other uses than in cooperage, but some mill having short lengths, unsuited for lumber, could make a good thing by putting in a stave saw.

Cypress Heading in Demand

There is also some call for cypress heading, but the shingle mills seem to be getting all the short lengths of cypress, and just at this time there is no heading of that class obtainable.

**Fluctuations in Stumpage Prices Keep Mill
Supplies Down**

The stock mills have not been doing much lately, operations having been held up by fluctuations in the price of stumpage, as well as by unfavorable weather. The mills, however, are better off than the cooper shops, for they are mostly free from the strain of carrying large stocks on hand, the visible supply of stock being extremely small.

As to Export Business

Reports from Washington indicate that there is some export business, though little of it is going out through this port. Of the countries buying here, Argentine seems to hold the lead.

British West Indies Tariffs Are Discriminatory

Cuban tariff rates are favorable to us, but the tariffs of the British West Indies discriminate against us, and it sometimes happens that a shipment from this port must go to England, via New York, and then be reshipped, so as to reach destination on a vessel flying the British flag. Under such conditions it is not surprising that buyers usually place their orders in Canada to avoid delay and entangling red tape.

Mexico Oil Refineries Use Large Quantities of Barrels

Business with Mexico has been held up by revolutions and blockades, but men best informed on the subject seem to consider these troubles as only temporary and expect an early return to normalcy. Certain Mexican refineries use large quantities of barrels, both tight and slack, for petroleum products, but the stockmill men who sought this business took their cue from New Orleans coopers and hid against each other until prices were whittled down so fine that it is hard to see where there is much profit in it. In fact, some of the mills that tried for the business without success are congratulating themselves on their failure instead of mourning the loss.

**100,000 TELEPHONE CALLS FOLLOW
HURRICANE WARNINGS**

Rapidly increasing utilization of weather information by many business industries is resulting in requests for more special forecasts and direct service, reports the Weather Bureau of the United States Department of Agriculture. The calls for such information by telephone and telegrams heavily tax the ability and facilities of the bureau.

Many field offices respond to a hundred or more telephone calls a day under normal weather conditions and several times as many when unusual or destructive conditions are indicated. A considerable portion of these calls require special consideration and attention. There are nearly 200 field offices to which the public has personal and telephonic access, and the volume of special service that is given by this means alone is enormous. These calls come for the most part from business men whose interests are affected in one way or another by the weather.

One incident will illustrate the extent to which the telephone is used in serving the people by direct contact. Announcement had been made by the Weather Bureau of a hurricane in the Gulf of Mexico which was approaching the Texas coast. The manager of the telephone company in one of the coast cities reported that during the 24 hours succeeding the warning slightly more than 200,000 telephone connections were made through his office, of which number more than 100,000 were for weather information. It was necessary to assign seven operators in addition to the regular force to handle the calls.

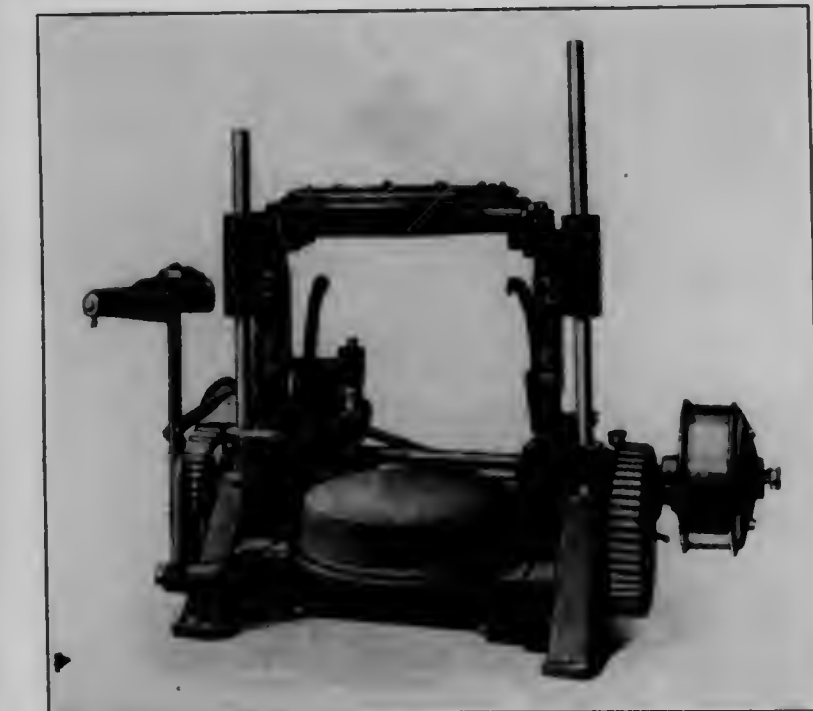
UTAH HAS BIG SUGAR CROP

Utah and Idaho produced in 1923 422,000,000 pounds of sugar, which at present retail prices is worth \$41,778,000.

With the payment of an additional 75 cents a ton on sugar beets by the various companies of Utah, the farmers up to date have received approximately \$9,000,000 for the beets received by the factories of the approximate \$14,000,000 they are expected to be paid for this year's crop.

Checks in the amount of \$540,000 are being sent out at present by the Utah-Idaho Company. The Amalgamated Company, with headquarters in Ogden, is sending out about \$540,000; the Interstate Sugar Company, about \$40,000, and the Gunnison Valley, about \$33,000.

The Utah-Idaho Company, with its twelve factories, produced nearly 2,000,000 bags of sugar from the 726,228 tons of beets received. Up to date the company has paid about \$4,500,000 for beets.

**Speed-Durability-Efficiency**

are the three outstanding features of our

HEADING-UP MACHINE

FOR TIGHT BARRELS

Operates with

MINIMUM OF POWER AND MAXIMUM OF EFFICIENCY

Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—size optional with purchaser. Additional dies furnished at nominal cost. Head changes made in 10 minutes.

Capacity, 700 to 1000 barrels daily

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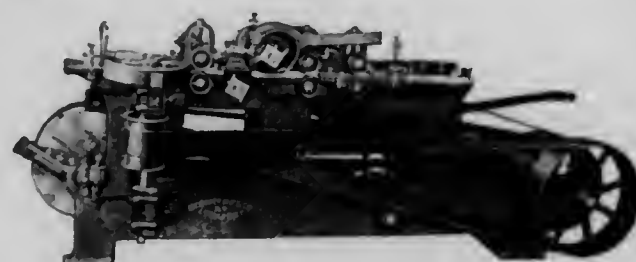
The Latest Improved Machinery

for
**Barrels
Staves
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Pails
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Complete Plants
from the log to the barrel



Trevor Patent
Jumbo Heading
Sawing Machine



Trotman Hoop Machine—saws, points and laps.



Trevor Latest Improved Heading Planer

Send for Catalogue
and Prices

Louisville Reports Cold Weather Holds Rivers In Check, Preventing High Waters and Floods Cooperage Trade Fairly Active On Scattered Business

Continued rainy weather in the far South is resulting in a good many mills continuing down, while others have been forced down lately as logging is almost impossible, with wet woods, mud roads, etc. Except for the cold weather checking rises in the upper Ohio and Mississippi Valleys in early January, when flood stages followed heavy rains, the South was in line for an unusually bad flood condition. Even at Louisville the river was four feet over the flood line, while boat and barge lines on the Green, Cumberland, Tennessee, White and other rivers were at a standstill due to flooded-out landings.

Slack Trade Fairly Active

As to present conditions in cooperage lines, with the slack trade things are fairly active on scattered business. There is scarcely any demand from the produce trade, as the poultry shippers are doing practically nothing, while the green produce handlers are getting a lot of barrels from the far South containing iced stock, which are used in packing less than car lot shipments moving out over the State. The flour millers have been consuming a few barrels, but there has not been any thing big in this line.

Tight Cooperage Buyers Not Yet in the Market

With the tight cooperage trade movement is quite slow. An occasional inquiry is received and a few small orders, but the buyers are not heavily in the market, it being rather between seasons. With rising prices on petroleum and its products, there may be just a little better demand developed soon for cooperage from the refining interests.

Paint and Varnish Trade Had Big Year

The paint and varnish lines went through a big year, as evidenced by some of the local manufacturers declaring a 20 per cent. dividend on the annual wages of all employees, and being a bit extravagant in the matter of entertainment at the annual sales conventions held about the first of the year.

Appropos of the Keg Demand

Keg movement is not what it was by any means. For a time there was a heavy movement of small kegs going indirectly to the amateur brewers and distillers of illicit whisky, etc., but these, having found that it takes a long time to put color in new whisky with charred barrels under the natural method, are going more and more to coloring materials and artificial coloring, blending, etc. Glass is being used more freely than kegs apparently, it being easier to hide glass.

Lumber Prices vs. Cooperage Prices

Prices of hardwood lumber are advancing, oak having shown a ten-dollar advance in f.a.s. plain, and ten to fifteen dollars in f.a.s. quartered. No. 1 common is about holding its own in both red and white, but is a little higher. Gum is higher in sap. Ash is firmer and poplar is up. Prospects are for a big demand over the next few months. With lumber advancing, there is reason to believe that cooperage stock will also advance somewhat. Over winter production has been slow on both cooperage stock and lumber, due to bad logging conditions, and a relatively slow demand to the first of the year since early last fall.

The Stock and Barrel Market—Slack and Tight

Prices over the month show slight change. Quotations are being shaded somewhat in some instances where there is any chance of getting business in quantity, or where conditions of delivery contract are favorable.

In slack cooperage lines, flour barrels are quoted at 80ca85c; half barrels, 60ca65c; sugar, 90ca\$1; one-head produce, 60c; two-head, 65c; poultry, 70ca80c; No. 2 stock, sugar-sized produce, 70ca75c. In cooperage stock, No. 1 gum staves are \$13a\$15 a thousand; No. 2, \$9a\$11; and mill run, \$10a\$12, either length. Flour heading, 15 cents for No. 1; sugar-sized heading, 17ca18c for No. 1, with mill-run one cent under No. 1; and No. 2 at three cents under No. 1.

As far as can be determined there is a chance for advance in price of white oak staves. At the present time mill-run staves are said to be offered at around \$45a\$50 for red oak oil; and \$65a\$70 for white oak, although there is not any very definitely established market, it being largely a question of price forcing

sale, in view of the fact that buyers are not in much, if any need, of stock except in small lots.

Asked concerning prices, tight cooperage men claimed that there had been no change in the general list, which was being adhered to on small orders, but intimated that prices would be made to suit condition of orders offered. The old quotations read:

Gallons	Red Oak	White Oak	Spirit	Charged
One	.....\$0.65	\$0.70	\$1.00	\$1.15
Two	......75	.80	1.15	1.30
Three	......85	.90	1.30	1.45
Five	.....1.25	1.35	2.10	2.35
Ten	.....1.60	1.70	2.35	2.60
Fifteen	.....1.75	1.85	2.60	2.85
Twenty	.....1.90	2.00	2.95	3.20
Twenty-five	.....2.05	2.15	3.20	3.45
Thirty	.....2.20	2.30	3.50	3.75
Forty-five	.....2.70	2.85	5.00	5.50
Gum barrels	.....2.35			

With the Tobacco Hogshead Manufacturers

The tobacco hogshead manufacturers of the State have been fairly busy of late, as tobacco movement has been heavy on a large crop of relatively low grade. Louisville, which for many, many years was a storage, consuming and big trading market of stock already packed in hogsheads, has recently opened the first loose-leaf tobacco warehouse ever operated here. There is another such warehouse at New Albany, Ind., across the river from Louisville. Such warehouses accept leaf from the farmers in loose form, that is, in baskets or piled on drays or trucks, and it is packed in hogsheads at the loose-leaf warehouse after being sorted and graded. This means that there will be some consumption of hogsheads here in packing this tobacco, although it may not mean any local hogshead business, due to the fact that tobacco manufacturers empty a great many hogsheads here which can be used over again.

W. I. Wymond Heads Louisville Division of Southern Hardwood Traffic Association

W. I. Wymond, president of the Chess & Wymond Co., Louisville, was elected vice-president in charge of the Louisville Division of the Southern Hardwood Traffic Association, at the annual meeting of the local division, on January 8th, at the Brown Hotel, Louisville. This meeting was held the early part of the same week in which the parent organization held its annual meeting at Memphis, Tenn. It was the eighth annual meeting of the Louisville district, which represents the first office established by the parent organization after it started opening branches. W. A. MacLean, vice-president in charge during 1923, made a short report, in which he highly complimented the members on having such an efficient organization, and also the fine work of Secretary J. S. Thompson.

The report of Secretary-manager Thompson, of the Louisville office, covered the numerous rate matters handled during the year, in which many reductions were secured for members in various lines of forest products. In conclusion, he stated that the milling in transit privilege at Louisville had been worth \$100,000 to the members over the 1923 season, according to figures he had secured in a survey.

Trade Notes and Personal Mention

J. N. White, of the Louisville Cooperage Co., stated that demand was quite dull and that there was not much activity in any division of the business. The company is still making a few staves and heading sets at some of its mills, but has been held in check by bad weather.

Paul Dysart, Jr., of the J. D. Hollingshead Co., reported that while flour business was holding at about normal, other lines were very slow and business had been very quiet since the first of the year, although inquiries are fair.

A real lumberman is at the head of the Louisville Board of Trade for 1924, Arthur D. Allen, president of the Mengel Co., Louisville, having been elected head of the board at the annual meeting in early January. Harry Embry, of the Embry Box Co., has been named chairman of the Committee on Lumber, Packages and Forest Products for 1924.

A. E. Scott, formerly manager of the Louisville plant of the Atlantic Tank and Barrel Co., was recently in Louisville, attending a meeting of the Insult utility interests of Kentucky, as head of the company's Public Relations Department, at Indianapolis.

THIRTY-CAR TRAINLOAD OF BARRELED APPLES BROKE EASTERN SHIPPING RECORD

State Senator H. F. Byrd, of Winchester, Va., who has been hanging up some good records in apple growing and marketing in the last five or six years, shattered another record during January when he shipped a whole trainload of apples to New York for the export trade. There were 30 cars in the train, each loaded with apples averaging from 170 to 180 barrels to the car. There were in all about 5,000 barrels of fruit in the consignment.

Railroad men stated the shipment of 30 carloads in a solid train broke the record in the East, and they said they had no record of any such shipment ever having been made from any producing point direct from cold storage.

John J. Owen, of the Virginia Department of Agriculture, made arrangements to have the train of Byrd apples photographed and a photo-engraving made, to be used in the monthly bulletin and also the annual hand-book of the department as evidence of the tremendous growth of the apple industry in Virginia.

LOUISIANA PLANT OF THE VAIL-DONALDSON COMPANY IS ACTIVE MAKING SLACK STAVES

The Jones, La., plant of The Vail-Donaldson Co., United Home Building, St. Louis, Mo., is active making slack barrel staves. It is a foregone conclusion that 1924 will be a prosperous and successful year for The Vail-Donaldson Co., since the personnel of the company is such in energy, progressiveness and executive ability as to insure this conclusion. Sure, "Jim" Donaldson is the "Big" active of the company.

THOMAS A. SULLIVAN NOW PRESIDENT OF BROOKLYN COOPERAGE CO.

Frederick Mason, vice-president of the American Sugar Refining Company, has been elected president of the Franklin Sugar Refining Company, of Philadelphia. He succeeds George H. Frazier, retired. Mr. Mason will maintain his office in New York, the change bringing sales of the American Company at all points more directly under his supervision. The Franklin Company is controlled by American Sugar.

Other changes announced by Earl D. Babst, president of the American Company, in New York, January 4th, follow:

Robert M. Parker was elected president of the Sugar Export Corporation. He retired as vice-president of the American Company and as president of the Brooklyn Cooperage Co. W. Edward Foster was elected vice-president of the Sugar Export Corporation.

Thomas A. Sullivan, vice-president, was chosen to succeed Mr. Parker as president of the cooperage company, Edwin T. Gibson being elected vice-president. Lynde Selden was elected secretary, and H. Clarence Smith, assistant treasurer of the cooperage company.

BIG INCREASE IN PACKING TRADE LAID TO PROSPERITY OF COUNTRY

Louis F. Swift, president of Swift & Co., Chicago, meat packers, reported January 10th at the annual meeting of the company's stockholders that in 1923 sales increased to about \$750,000,000, a gain of about \$100,000,000 over 1922, and that the company is now on a normal basis as judged by the pre-war situation.

Mr. Swift also reported an increase of more than 16 per cent. in tonnage of goods handled. He said: "The great increase of pork supply has resulted in a lower level of prices, and this has stimulated demand. But no such consumption would have been possible at ruling prices if it had not been for the general prosperity of the country."

The financial statement for the year ended November 23d, showed payment of \$25,000,000 gold notes, and \$667,000 of 5 per cent. first mortgage sinking bonds during the year, and that the company's surplus had increased \$1,184,600. Besides, payments to shareholders at the usual rate of 8 per cent. aggregated \$12,000,000. The fixed investment was reduced \$3,240,000.

HOLLAND-BLOW STAVE CO. INCORPORATES

The Holland-Blow Stave Co., Inc., of Decatur, Ala., recently filed copy of its charter for operations in Tennessee. Capitalization is reported to be \$100,000.

AFTER STAVE AND HEADING TIMBER

A large tract of oak and poplar timber in the Line Fork Creek section of southern Letcher County, Kentucky, is being considered by the Kentucky Stave and heading Co., of Louisville, Ky. The tract, it is reported, will be opened almost immediately for development.

COOPERAGE INDUSTRY WILL COME IN FOR ITS FULL SHARE OF 1924 BUSINESS PROSPERITY, SAYS SECRETARY HIRT

St. Louis, Mo., January 7, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

In reply to request for our views as to business prospects for 1924, would state we feel it is safe to say that the prevailing attitude at the beginning of the new year is one of cheerfulness, coupled with a feeling of confidence that the general economic and financial position is absolutely sound.

The forecasts made by some of the leading industrial and financial executives of the country concerning commercial activities for 1924 convey generally a spirit of optimism. There is apparently nothing in sight to cause apprehension. Accordingly, it is felt that 1924 should be a better year than 1923 and that business today is on a more sound basis than for some time. We believe, therefore, that with the past year's experience behind us, we can well look forward to a gradual increase in business as the new year progresses, and that the cooperage industry will naturally come in for its full share.

The association is continually on the alert to increase the value of its service to the members, and in this respect has recently inaugurated a mill yard inspection service that should prove of great benefit to both buyer and seller, as inspections can now be had at point of shipment; heretofore, inspections were only available at destination.

Progressive steps are also being taken along trade extension lines, and efforts are now being made to secure sufficient funds to carry out a more extensive program for the ensuing year. Several new projects bearing on increased usage of wooden barrels are under way, the realization of which will add considerable impetus to the cooperage industry.

These, as well as other activities, such as traffic and legal departments, arbitration, etc., bespeak the value of association work, and every one engaged in the trade should, in the interest of his own business, be a member of the A. C. I. of A.

Yours very truly,

C. G. HIRT, Secretary.

THE ASSOCIATED COOPERAGE INDUSTRIES OF AMERICA.

FULL AND INTELLIGENT CO-OPERATION OF COOPERAGE INDUSTRY WILL STABILIZE FUTURE TRADE CONDITIONS, SAYS HUGH O'DONNELL

PHILADELPHIA, PA., January 21, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

From a close review and a careful analysis of our industry during 1923, and conditions now existing makes us feel very optimistic about future prospects.

It is part of my duties to make a constant study of conditions in general, and when the new year rolls around, it is very necessary to know, with greatest possible degree of accuracy, what the immediate future holds forth, so that we may make our plans accordingly. During my travels about the country, I have listened carefully to the opinion of some of the biggest men in the industrial world, who make a very conservative study of future conditions, and find the consensus of opinion not only gratifying but very encouraging for this year.

We are just entering on a Presidential year, and except for a few pessimists, there is a feeling of confidence throughout the entire country. This is quite a contrast to Presidential years of the past, when it was taken for granted by men in all lines of business that the inevitable slow-up was naturally to be expected.

Our banking system now is so sound that it will not permit the slow-up of industry, unless conditions arising from a natural cause become serious enough to make advisable a general period of liquidation. Nothing like this appears on the business rising for 1924, therefore, full and intelligent co-operation of the entire cooperage industry will stabilize future conditions, thereby making the year 1924 a prosperous one for all concerned. With very best wishes, we are

Sincerely yours,

HUGH O'DONNELL, INCORPORATED.

HUGH O'DONNELL, President.

FRUIT GROWERS TO INSURE

For the first time in the history of the South, so says report from Macon, Ga., an insurance company is going to insure fruit growers against loss in production or shipment. The growers to be thus protected are the members of the Georgia Peach Growers' Exchange, a co-operative organization with headquarters at Macon. Policies will be written according to the number of trees each grower has and the normal annual production.

PERSONAL AND INDIVIDUAL INVENTORIES IS WHAT THE WORLD NEEDS, SAYS C. J. WILLIAMS, JR.

C. J. Williams, Jr., president of the Moore Dry Kiln Company, Jacksonville, Fla., is broadcasting some excellent thoughts along psychological lines that are well worth tuning in on. Under the title of "Happiness and Progress," Mr. Williams says:

"Gradually we begin to appreciate and enjoy the teachings of successful leaders, even though the process is slow. These leaders become worthy because they took advantage of the possibilities that were before them that controlled their existence, acts and habits for their own benefit and the benefit of others.

"For your own sake, remember that whatever you do in the way of honest work you do first of all for yourself. There is no kind of work that can fail to make you a better man and more successful if you work at it honestly and loyally. The man content is an enthusiast and optimist, an admirable combination, does his best work and devotes his energies to that which is worth while.

"To study hard, think quietly, act frankly and talk gently, always sincerely, is to lead a life of self-control, a life that is worth while, a life that leads to something and helps forward the improvement of the human race. To live in contentment means to realize the fullest possibilities of life. Train your mind through your work. Study the lives of those who have succeeded. Then you will more clearly understand that they did whatever they did as well as they could.

"The way of a human being in the midst of life is like that of a ship on the ocean. Make up your mind that, in your own way at least, you shall be controlled by the rudder of conscience and learn from passing ships a lesson of use in your own life. It is harder to beat against the wind and many men have had hard struggles to steer themselves to a good port in the face of an adverse start, a hard beginning or inclinations difficult to overcome.

"Think of things that are wrong and of the possibilities of righting them. Take inventory of your own weaknesses and imperfections—as a man thinks, he grows. Brains, like muscles, need well-planned exercise. There is no limit to its possible results. There is power in the brain of every man to do greater good if he will only develop that power.

"The world needs honest, conscientious men and women, able to do good work themselves. In order to improve things, to do the good that you can, then begin by improving yourself. Your hardest effort may fail to reach a definite goal, but honest work will, however, make it impossible for you to become a failure.

"You can and will achieve self-respect and success as you are endowed and at least become able men and women, which brings the desired measure of happiness and lights the way to further progress."

FUTURE HOLDS NOTHING BUT GOOD PROSPECTS, SAYS CHRIS HEIDT

JERSEY CITY, N. J., January 14, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The writer has read your January issue with a great deal of interest and notes that most of the cooperage men are optimistic regarding business for 1924. We might add that business with us is reasonably good; a little quiet in some lines, but on the whole, satisfactory; prices a little lower than expected, but the feeling that the future holds nothing but good prospects is prevalent. Wishing THE JOURNAL a most successful year, we are

Yours very truly,

C. HEIDT & SON, INC.,

CHRIS HEIDT.

GOOD ROADS HAVE MADE IT POSSIBLE TO UTILIZE HERETOFORE INACCESSIBLE STAVE TIMBER, SAYS H. S. MABRY

H. S. MABRY STAVE & TIMBER CO., H. S. MABRY, MOUNTAIN VIEW, ARK. The year of 1923 has been a good one for the stave operators of Stone County. Our company made and sold 3,250,000 staves during 1923. The good roads constructed during the past few years in the county have made it possible to utilize timber that would otherwise be impossible to handle. Our company has made a contract with a Chicago company to make 800,000 staves during the first three months of 1924.

HANDLE PLANT BURNED

Fire, believed to be of incendiary origin, recently destroyed the plant of the Water Valley Handle Company, Water Valley, Miss., the loss being placed at \$20,000 with no insurance.

STAVE MILL HAS FIRE

The mill of the Gibbs Stave Company, located in the southeastern part of Hot Springs, Ark., was recently destroyed by fire. The loss is estimated in excess of \$4,000 with no insurance.

DASHEEN—NEW VEGETABLE POTATO—MAY PROVE NEW FIELD FOR WOODEN BARREL

When you pack your trunk and head your flivver for Florida for the winter be prepared for a surprise in the menu you will have placed before you upon your arrival in that sunny clime. Certain truck gardeners there are growing a new potato-like vegetable which they intend to literally "ram down the throats" of the visitors. And you will like it, says the United States Department of Agriculture, which is co-operating with these farmers in their effort to popularize, advertise and market their new food products, which is called the dasheen.

Although the dasheen is a food of great importance in the Orient and was introduced into the southern States for experimental cultivation by plant explorers of the United States Department of Agriculture more than 15 years ago, it has had to fight prejudice and the lack of knowledge concerning its value as a food much as the now popular potato did in Europe at one time. Persistence on the part of certain growers who believed in it, however, coupled with a small demand for the dasheen by certain Oriental people of the larger cities, has developed the production of this new food to a point where an average of 10 carloads are sent to northern markets each season.

Now these growers have formed a dasheen association for the purpose of promoting their industry and the department is going to help them in their enterprise. The Nassau County (Fla.) Dasheen Association, near Jacksonville, enjoys the distinction of being the first association of its kind in the vegetable world to organize for developing a market for a product before the industry has become fully established on a production basis itself. Experimental work both in the growing of the dasheen and with its eating qualities has proved the potential possibilities of the new crop.

Some progressive cooperage man might well get in touch with the new association relative to the package needs of its members. Now is the time.

1924 OUTLOOK FOR NAVAL STORES IS PROMISING

The 1924 outlook for the naval stores industry of the South is of an exceptionally promising nature. There are indications, says the *Lumber Trade Journal*, that rosin will average much better for 1924 than was the case during 1923, and also that turpentine will command a relatively higher average for the year.

The foreign demand is expected to show greatly increased activity and especially the trade of the United Kingdom and of Germany. The latter country bought heavier during 1923 than was expected at the beginning of that year. The United Kingdom made a good showing, considering general business conditions abroad, but is expected to show much heavier purchases during 1924 because of a relatively better export market for the products of British industry.

The great markets of South America also promise more active buying during 1924 than ever before known, this due to industrial, commercial and agricultural expansion in the more important nations of that section of the world. The prospects for the Orient are also said to be good.

The domestic market also promises greater expansion during 1924 as a result of increased industrial expansion and the continued activity of building construction. The consumers of rosin and turpentine are all looking forward to increased sales for their products and such increased sales will mean they will be larger buyers of naval stores than ever before.

The situation is indeed a satisfactory one and there is no doubt but what 1924 will witness the placing of the producers of naval stores on a prosperous plane.

GENERAL TRADE OUTLOOK IS OPTIMISTIC

A moderate degree of optimism for business in 1924 is revealed in the returns from a questionnaire sent to nine different lines by J. H. Tregoe, executive manager of the National Association of Credit Men of New York.

Business is entering the new year with a number of encouraging signs, according to Mr. Tregoe, who declares that the nature and extent of inventories in January will have a very marked effect on the promise of the earlier month. "If inventories," he says, "are small and well-balanced, production and employment should be stimulated."

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Coopers Industry



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MASS PSYCHOLOGY AND WHAT IT MEANS TO THE BUSINESS WORLD

Every four years, as a consequence of the electoral system under which the head of our government is chosen, we have what is popularly termed a "presidential year." These quadrennial periods are generally regarded with suspicion and uneasiness by business men and have assumed something of the nature of a bugaboo to the hurriers and scurriers in the busy marts of trade. That peculiar mass psychology which yields such an amazing influence on the rank and file of the body politic has attached a bad omen to "presidential years" and has actually thought into existence recurring seasons of slack trading and dull business coincident with each succeeding presidential election. Conditions that have no basis or foundation in economics or in actual conditions are periodically brought about by an assumed attitude on the part of a great bulk of the business men. It has become more or less of a habit to look upon presidential years as being the underlying cause of a condition which in almost entire measure is the direct reaction of a self-induced mental state of the country's business interests. They have gotten into the frame of mind where they expect poor trading while the nation is being agitated by presidential campaigns, and their expectancy breeds the very plague that they dread. This business complex is played upon by the astute professional politician and is capitalized by stump-orators and spell-binders of both Republican and Democratic persuasion. Every four years they dash up and down and across the country pointing with pride to the achievements of their own party and viewing with alarm the dominance of their opponents. The "outs," with doleful mein and woe-laden voices draw graphic pictures of the perdition to which business is most certainly headed unless the party in power is unseated at the coming election, and the "ins" thunder warnings and admonitions against the wreck and havoc that will ensue if their presidential candidate is not returned a victor at the polls. Between them they manage to disturb and distress business to the extent that it virtually knows not what to do, and in its puzzlement and bewilderment its confidence oozes out of its boots and it sits timidly back to await the verdict of November voting. And why is this? Simply because man loses his mental balance and turns the only

power he possesses—the power of thought—into channels that work depression instead of prosperity.

The presidential year business scarehead is slowly but surely being laid by for all time and that is why we believe many will be interested in the article by Martin L. Davey on "Why Fear a Presidential Year," which appears in this issue. Mr. Davey stresses the truth that "unless the majority of us get the foolish notion that business is bound to be bad in a presidential year, 1924 should be a period of substantially normal business."

Let us all take a personal inventory and see how we are thinking, for according to the trend of the mind so does trade and business conditions shape themselves. There is no other action in all the universe but the action of thought. How and to what end are we thinking?

PRESIDENT WALSH WAS ON HAND

Thomas A. Walsh, president of The Associated Cooperage Industries of America, was on hand at the eastern divisional meeting of the Chamber of Commerce of the United States, held in Philadelphia, January 17th and 18th.

The subjects discussed at the meeting covered transportation, immigration, taxation, conditions in Europe, and merchant marine, all of which subjects, under the efficient direction of Vice-President Bedford, who presided, were ably handled to the end that much new light was diffused with some splendid action being taken in the way of resolutions, etc.

President Walsh reported that the meeting was distinctly worth while and there is no doubt but that the cooperage association membership will also profit, both by President Walsh's presence at the chamber's meeting, as well as in the value of the information which Mr. Walsh will relay to the cooperage men at the annual convention in May.

Incidentally, President Walsh gave some encouraging news as to the increase in the number of new association members who are now being enrolled. A drive is under way and all interested are invited to "lend a hand."

WHEN THE WEATHER PLAYS HAVOC

A long, loud wail emanates from down southways this month over the dire failure which has befallen the early truck crop due to freezing weather. What was expected to be the greatest vegetable crop ever harvested in the South was totally destroyed, according to our New Orleans correspondent, when a blizzard swept over Louisiana during the past month.

Barrel manufacturers who had builded on the business in prospect, many having their supply fully ready, were hard hit, but with the truck growers "up and planting the second crop" almost before the cold weather had passed over, it may be that the silver lining of the slack man's trade cloud may not be entirely dissipated.

ACTIVITIES OF THE FOREST PRODUCTS LABORATORY

The next course in Gluing of Wood, one of the instructional courses given at the Forest Products Laboratory, Madison, Wis., will be held April 7th to 12th, inclusive. Eleven men took this same course last December. Various industries which were represented in that class included two glue manufacturing concerns, a cooperage company, a chemical plant, three sash and door factories, a flooring company, a cabinet-making establishment, and a phonograph factory.

The practical nature of the instruction is well illustrated by an incident that took place during the December course: The lecturer had just finished his first talk before the class. One of the men closed his notebook, turned around in his seat and addressing several of the other students said, "Well, that last piece of information alone has paid me for taking this course." "Same here," remarked another man. The information referred to was the proof that tooth-planed or scratched surfaces add nothing to the strength of the glue joint. Many wood-using industries still cling to the belief that in order to make a strong joint it is necessary to roughen or scratch the surfaces to be glued. Some plants have put in special machinery to accomplish this; others do the work by hand. Either method costs money, however, and the aggregate saving made in doing away with this step in the glue operation runs into rather large figures in some factories. Repeated tests at the laboratory have conclusively proved that scratched surfaces are unnecessary.

The course is made up very largely of practical pointers such as the above, and makes a direct appeal to practical men.

COOPERAGE BUSINESS HAS IMPROVED SINCE JANUARY 1st, SAYS WALTER C. HARTMAN

Business since the first of the year has improved a good deal, and most items show signs of advances. Just how far this will continue will depend upon the general demand and the prospects for a fruit trade. Very few hoop mills are running. Stocks are low at the factories and in the consumers' hands. This is true of both heading and fruit staves in the southeast and fruit staves in the southwest. We look for further advances in this kind of material.

Pine heading is in good demand, with most of the mills operating, but demand is no more than supplied by the production, and prices show a tendency to advance. Within the last week or two the demand has increased for No. 2 30-inch staves and the No. 2 barrel business has been particularly good this winter.

As in most lines of industry, the cooperage people are optimistic, and we believe their attitude is warranted. Exorbitant high prices are not desired by anyone, but it does look as if over the average amount of cooperage stock would be consumed this year, and that the mill men will be permitted to make a fair profit.

MOST APPLE BARREL MANUFACTURERS PLACE STOCK ORDERS EARLY TO HAVE PACKAGES READY WHEN DEMAND COMES, SAYS C. M. VAN AKEN

Business for the month of January is starting off in very good shape. There is a fairly good demand for all kinds of cooperage; prices are still firm and the prospects are bright. Scarcity of coopers throughout the apple district makes it necessary for most of the apple barrel manufacturers to start making barrels early in the season in order that they may have barrels on hand to take care of the rush, because to get extra coopers to take care of a rush seems out of the question. In order to make barrels early, it is necessary to buy some stock early. Therefore, many of the apple barrel makers have placed or are placing orders for enough cooperage to start the ball rolling, and these orders, together with the general run of business, have been sufficient to justify the statement above made, which is that the business of this year is starting off well.

The demand in this section for cooperage to be used in making barrels for sugar, cement, lime and various other purposes is above normal for this time of the year. There seems to be more or less of a scarcity of second-hand barrels just now, which is causing a fairly good demand for new barrels to be used for packing purposes—all of which helps to stimulate the cooperage demand and enables us to report that January has been a very satisfactory month.

ALASKAN FORECAST SERVICE PROTECTS CHICAGO DISTRICT

The Alaskan forecast service of the Weather Bureau of the United States Department of Agriculture has a tremendous economic value to the commercial and marine interests in this country which would lose many perishable products without timely cold-wave warnings. Twice-daily observations from all accessible portions of the Alaska Territory are obtained from 11 stations with a gratifying degree of regularity by means of radio, telegraph and cable (in most cases a combination of the three).

The active and cordial co-operation of the Signal Corps of the Army and the Office of Communications of the Navy has been essential to the success of this service. These reports are of inestimable value in the general forecast work of the bureau, especially in the issuing of storm warnings for the Pacific coast and cold-wave warnings for the Middle and Western States. It is estimated that the value of perishable products saved as the result of cold-wave warnings issued last winter for the Chicago district alone exceeded \$10,000,000, although the winter was not an unusually severe one.

The district forecaster, in commenting on these estimates, stated that it would have been impossible to issue these timely warnings so accurately if no reports from Alaska had been available. The estimates were for the Chicago district alone.

FORM GRAPE GROWERS' ASSOCIATION

According to report from Los Angeles, Calif., the Imperial Valley Grape Growers' Association has been formed, and will operate in 1924 for the first time, at least, in the south part of the valley, with an idea of affiliating with the Brawley Association in the near future. This is considered one of the most important moves taken in the Imperial Valley.

If the Majority Will "Think Straight" 1924 Should Be a Period of Substantially Normal Business, says Martin L. Davey

The generally accepted conviction that a presidential year means poor business is characterized as "false and foolish" by Congressman Martin L. Davey, of Ohio, in an article on "Why Fear a Presidential Year?" in the current number of *The Nation's Business*.

Mr. Davey, who writes as a business man rather than a member of Congress, declares that when business was below normal in past presidential years this condition was due to some underlying economic cause and not to the fact that a President was to be elected. Since 1880, according to Congressman Davey, there have been five lean presidential years and five fat years. The last presidential year, 1920, had six months of good and six months of poor business.

Congressman Davey predicts that "unless a majority of us get the foolish notion that business is bound to be bad in a presidential year," 1924 should be a period of substantially normal business conditions.

"The most serious recent depression," he writes, "was early in 1921. It was estimated that there were five million people out of work. There are probably not less than twenty-five million people in this country who have regular employment of one kind or another, so this worst period of business depression saw not more than 20 per cent. of the people out of work, thus largely stripped of their buying power. It might be argued, then, that the difference between peak prosperity and this more serious depression was not more than 20 per cent."

"By the same process of reasoning, it would seem that the difference between ordinary prosperity and ordinary depression is not over 10 or 15 per cent."

"The demands of the American people, even in periods of depression, are so enormous that they stagger the imagination. What we call prosperity would appear to be the extra 10 or 15 per cent. demand above that of a period of depression."

"Therefore, if the American people in a period of depression could by any sudden change in thinking be induced to buy 10 or 15 per cent. more, we would forthwith enter a period of prosperity automatically. On the other hand, if the American people in a period of ordinary prosperity should begin to buy 10 or 15 per cent. less, we would have a period of depression automatically."

In reviewing the business history of presidential years during the last half century, Congressman Davey writes: "Business was bad in the last half of 1920—yes, that was a presidential year—but business became worse and worse after the election and reached its lowest level about the middle of 1921. There was a very slow recovery from that time until the spring of 1922. Doesn't this seem, then, that it was not the election of 1920 that caused bad business, because conditions became worse after the election? That depression was due to underlying economic causes."

"The year 1916 was also a presidential one. The chart shows that in that year business was between 10 and 20 per cent. above normal. Why did we have prosperity in 1916? Simply because the demands of the war were so insistent and widespread that even a blind man could see it. Everybody forgot about the effect on business of a presidential year, and we prospered during that year because the economic conditions were right."

"We had an election in 1912. In the preceding year business was a little below normal, but in 1912 business ran from 5 to 10 per cent. above normal."

"Go back then to 1908, which was also a presidential year. In the fall of 1907 we had, as most of us recall, bad times, which continued until about the middle of 1908, when business started on the up-grade again. It started up several months before the election."

"There had been depression in the latter half of 1903, and then followed the election year of 1904, during which business was generally on the up-grade, although there was a slight reaction about the middle of 1904. It did not go back as far as the depression of 1903, and it continued steadily and rapidly upward from the middle of 1904 for a period of about three years. In other words, business in 1904 apparently ignored the election altogether."

"Then we came to the presidential year of 1900. In the beginning of that year business was above normal. It continued steadily but moderately downward to about 5 per cent. below normal the first of 1901, and then moved up to about 5 per cent. above normal by the middle of that year. The trend of business in 1900

apparently proceeded without the slightest regard for the election.

"In 1896 the business interests of the country were more or less alarmed by the free silver campaign and this probably had some direct bearing upon the volume of business, because there was a slight upward tendency which followed immediately after the election of that year."

"According to the chart, business had slumped to below normal by the fall of 1896. Although there was a slight upward tendency after the election of that year, business was still about 12 or 13 per cent. below normal by the middle of 1897, and continued below normal until the beginning of 1899."

"We go back four years more and the chart shows the business of 1892, another presidential year, running about 10 per cent. above normal, and it continued about 10 per cent. above normal until the middle of 1893."

"The year 1888 began a little below normal. By June of that year it was about 8 per cent. below normal. From that point it moved steadily upward until it reached about 8 per cent. above normal near the end of the year. In other words, the business movement seemed to ignore the presidential election completely."

"In the year 1884 there is an interesting situation. Business had started downward the latter part of 1883. By the beginning of 1884 it was 10 per cent. below normal, but it came back a little up until the middle of the year, and then continued steadily downward until it reached nearly 20 per cent. below normal by the middle of 1885. The downward trend of 1884 continued."

"In 1880 business was approximately 10 per cent. above normal. It receded very slightly from this high point up to about the middle of the year, and went up slightly after the first of the following year, but the business of the year 1880 was all above normal and averaged about 10 per cent. above."

"With the exception of the unprecedented year of 1920, there have been five presidential years since 1880 when business was above normal and five presidential years when business was below normal. In all of these subnormal years except 1896 the business trend continued upward or downward right through the period of the election."

"Business in the year 1924 may be below normal; but if so, it will not be because a President is to be elected. It might be a year of real prosperity, but not because it's presidential year."

INTERNATIONAL APPLE SHIPPERS' ASSOCIATION PUBLISHES STANDARDIZATION LAWS

A revised edition of the "Grade and Standardization Laws of the United States and Canada" has been issued by the International Apple Shippers' Association, Rochester, N. Y. This book contains all important laws relating to grades, standards, marks, packing and packages that have to do with perishable products and has been published annually by the association since 1913.

BARRELED APPLES DO NOT NEED TO BE OILED-PAPER WRAPPED

The use of oiled-paper wrappers for preventing apple scald is finding increased favor among growers, particularly in the northwest, says the United States Department of Agriculture. Approximately 15,000,000 boxes of apples have been wrapped for storage this winter, whereas last season there were only about 600,000 boxes so treated.

Eastern producers who barrel their apples, the department says, have not made any great use of the new practice because of the impracticability of wrapping apples for barreling.

FORESTER RETURNS TO THE UNITED STATES

J. A. Larsen, forest examiner at the Priest River Forest Experiment Station, Missoula, Montana, has returned to the United States after a six-months' trip abroad. Most of Mr. Larsen's time was spent in Norway, where he studied the methods which are being used by the Norwegians in the management and handling of their forest lands. Mr. Larsen believes that many of the methods which the Norwegians are using at the present time are practicable for the United States, as we get to the point of more intensive utilization of our forests.

WANTS IN COOPERAGE LINES

Gluck Brothers, Inc., Perth Amboy, N. J., is in the market for second-hand sugar barrels.

Schaffner Bros. Co., Erie, Pa., is in the market for two cars of six-hoop red oak lard tierces.

Colwell Cooperage Co., 120 Broadway, New York, is in the market for a barrel painting machine.

C. Heide & Son, Inc., Jersey City, N. J., is in the market for a No. 47½ E. & B. Holmes Tight Barrel Hoop Driver.

Farmers' Machine Barrel Co., Readfield, Maine, is in the market for staves and heading and flared hoops for cider and vinegar barrels.

International Vinegar Co., Grand Rapids, Mich., is in the market for a complete set of tight barrel machinery, new or second-hand.

Perth Amboy Barrel Co., 1049 State Street, Perth Amboy, N. J., is in the market to buy any quantity of second-hand, single-head tar barrels.

Rudolph Rostash, 122 Old Rose Street, Trenton, N. J., is in the market for a second-hand heading turner for 17½" to 19½" heading for sugar and flour barrels.

Three-Way Barrel Works, Mound City, Ill., is in the market for a slack barrel chamfering and crozing machine to take 34" staves and 24" heading. Also steel trusses for the same.

AMERICAN COOPERAGE CO., INC., ACQUIRES OLD-ESTABLISHED BUSINESS OF J. HERMS

On January 2d the American Cooperage Company, Inc., of Brooklyn, N. Y., bought out and took over the old-established cooperage business of Mr. Julius Herms. This old firm was established some 58 years ago by the father of Mr. J. Herms. Mr. Herms has accepted a position on the sales force of the American Cooperage Company.

WILL MANUFACTURE COOPERAGE AND COOPERAGE STOCK

G. Leo Milligan Company, Orillia, Ont., was recently organized through an amalgamation of the interests of G. Leo Milligan and J. W. Milligan, and will manufacture hoops, staves, heading and barrels. Formerly, G. Leo Milligan carried on a stave and barrel business, while J. W. Milligan operated a separate factory devoted to the production of hoops. The new company expects to employ thirty hands.

WARTIME GUN BARRELS MADE INTO OIL STILL

Huge gun barrels, cast for service in the World War, have been converted into high-pressure oil stills in the Pure Oil Refinery at Smith's Bluff, six miles south of Beaumont, Texas, on the Neches River, which refinery has already begun, according to report under date of January 2d, operation.

Paul Gage, vice-president of the company, who was in Beaumont to see the plant get under way, said the barrels were cast by an eastern concern, and that they proved to be exactly what was wanted in the improved high-pressure stills used in the new refinery, which is said to be the most modern in the United States.

The capacity of the refinery is 10,000 barrels a day as initial production. The home office of the Pure Oil Company is Columbus, Ohio.

PROPER CUTTING METHODS STUDIED

Two permanent sample plots in the mixed hardwood stands of the southern Appalachian region were recently laid out for observation and all the trees on the plots tagged and measured, announced the Forest Service, United States Department of Agriculture.

The growth of the individual trees will be noted at periodic intervals, and cuttings will be made according to a definite procedure so as to determine what method of cutting will give the best final results. These investigations will be made by the Appalachian Forest Experiment Station in co-operation with Berea College, in Kentucky. They will be of great value in the preparation of forest management plans and will form the basis of the silviculture that will be used in forests of this general type which are common throughout this region.

B. Everson and others are interested in the new Jersey City Barrel Co. just incorporated in Jersey City, N. J. Capital stock is reported to be \$100,000.

Walker L. Wellford Re-elected President Southern Hardwood Traffic Association

Perhaps no annual meeting of that live and progressive organization, the Southern Hardwood Traffic Association, of which association, Walker L. Wellford, tight cooperage manufacturer, is president, and in which association so many of our leading cooperage and cooperage stock manufacturers hold membership, was of greater significance or more far-reaching importance than the eleventh annual held at the Hotel Gayoso, Memphis, Tenn., January 11th.

More than 300 members and guests enjoyed the delightful luncheon served promptly at 12:15, including approximately 30 railroad officials from all parts of the hardwood producing and consuming territory of the United States. The reports indicated one of the most notable years in the history of this organization in point of both growth and achievement, and the proceedings were therefore marked by unusual enthusiasm, as is always the case when such brilliant success is chronicled.

Co-operation With Railroads Has Proved Valuable

President Wellford's standing with the association body and luncheon guests was heartily attested to by the welcome he received when he rose to give his address. In part, Mr. Wellford said:

"The association, during each of the past eleven years of its existence, has shown material progress both in membership and in service rendered to its members. I might say that it has benefitted the railroad companies quite as much as, if not more than its members, and the attendance here today of such a large number of officials of the roads is recognition of the esteem in which our organization is held by them.

"The policy of this association has always been one of co-operation. We have sought the most direct and easiest way of adjusting the many differences that must necessarily arise in the conduct of such a large business with the carriers. It has been our aim to secure by persuasion and the presentation of facts rather than by contest, always exhausting every amicable means of securing what we consider just before appealing to the State commissions or the Interstate Commerce Commission.

"Congress is in session. No one can predict with any certainty what it will do with the present laws on interstate commerce. The election of a Democrat as chairman of the Interstate Commerce Committee by a Republican majority indicates the uncertainty of what will be done, not because the Democrat may not be just as able as a Republican, but because the procedure is so unusual.

"It is to be hoped that few changes will be made in the laws. Certainly it will be a calamity to further consolidate the railroads. There is only one other thing I can think of that would be worse—government operations under William G. (Billionaire) McAdoo as President."

Concluding his address with thanks to the members for their support, to the employees for their untiring efforts, the railroads for their co-operation, and to the press for the publicity given the association, Mr. Wellford presented Assistant Secretary New and all of the district managers to the membership.

Report of Secretary Townsend Brings Forth Applause

Report of J. H. Townsend, secretary, brought forth prolonged applause when he said that

"Development of such cordial relations and such effective co-operation between the Southern Hardwood Traffic Association and the railroads of the United States had been achieved that more than 250 rate adjustments, some of them of far-reaching importance to the industry, were effected in 1923 without the necessity of a single appeal to the Interstate Commerce Commission."

Adopts Resolution Favoring Revision of Rate Structure

Unanimous adoption of resolutions favoring a revision of the rate structure that will result in relative lowering of rates on hardwood lumber and forest products which are now bearing too large a percentage of transportation cost, and opposing such zoning of the country on the part of the Interstate Commerce Commission as will restrict outlets for these commodities followed the fine address of J. V. Norman, general association counsel. Mr. Norman spoke against any zoning system that would restrict outlets for hardwood lumber and forest products, or any other commodity, or that would unduly penalize long haul traffic as against that originating at short distances from point

of delivery. He took the famous salt rate case, recently argued before the Interstate Commerce Commission, in which certain interests in Michigan are trying to secure rates into Chicago from points in Louisiana far higher than those from points in Michigan to the same destination, as his text, and he showed from this what would happen to hardwood forest products if the long haul were unduly penalized, in the matter of rates, as compared with short haul traffic. The resolutions on this point are given herewith:

Rate Making Resolutions

WHEREAS, The minimum rate-making power vested in the Interstate Commerce Commission by the Transportation Act of 1920 has in some cases been exercised to prevent the carriers from reducing rates when such reductions were, in the opinion of the responsible officials of the carriers, necessary to permit the traffic to move (Ex. Lake Iron Rates 69 I. C. C. 589); and

WHEREAS, The Interstate Commerce Commission is being urged in cases pending before it to exercise its rate-making power to compel certain carriers to increase rates long voluntarily maintained by them, for the purpose of throwing the traffic moving on said rates to



RE-ELECTED PRESIDENT—WALKER L. WELLFORD, OF THE CHICKASAW COOPERAGE COMPANY, MEMPHIS

other carriers, thereby zoning the country both as to railroad rates and as to commerce (Salt Cases I. C. C. Dockets No. 14, 250 et al); and

WHEREAS, The prescribing of minimum rates by a bureau of the government results in a frigid and fixed adjustment of rates which cannot be responsive to the ever-changing necessities of commerce, and deprives the managers of the railroads of the opportunity to exercise their judgment in the maintenance of rates that will permit free movement of the traffic; now, therefore, be it

Resolved, That it is the sense of this meeting that those provisions of the present Interstate Commerce Act, which vest in the Interstate Commerce Commission power to fix minimum rates, should be repealed except only as the provision which grants said power where its exercise is necessary in order to remove discrimination by intrastate rates against interstate commerce.

The resolutions favoring revision of the rate structure to the end that low-priced, heavy-loading commodities, such as lumber and logs, might be relieved of some of the unjust share of the transportation burden they are now bearing, are presented herewith:

WHEREAS, Under the present adjustment of railroad rates, an undue burden is placed upon heavy raw materials generally and upon lumber and logs particularly; and

WHEREAS, The percentage increases of recent years have distributed the relationship of long haul and short haul rates so as to make it increasingly difficult for long haul traffic to compete; and

WHEREAS, This country has been developed under a system of rate making designed to permit the move-

ment of heavy raw materials great distances in competition with short haul traffic; now, therefore, be it

Resolved, That this organization requests the Interstate Commerce Commission to enter upon a hearing for the purpose of so readjusting the freight rate structure as to more properly distribute the burdens of transportation cost, relieving the heavy raw materials, especially lumber and logs, of the undue burden now borne by them, and for the purpose of restoring the relationship between long and short haul rates that existed prior to the percentage increases of recent years.

The committee preparing these resolutions was composed of George C. Ehemann, chairman; R. L. Jurden and S. B. Adams.

Col. A. H. Egan Speaks for Railroad Officials

Col. A. H. Egan, general superintendent of the Yazoo and Mississippi Valley lines of the Illinois Central, with headquarters in Memphis, as the principal spokesman for the railroad officials present, declared that both the railroads and business interests of the United States had enjoyed splendid prosperity during 1923, and indicated that the outlook for both is bright for 1924. Col. Egan pointed out that the railroads buy fully 25 per cent. of all the forest products and steel sold in the United States annually and that they also purchase a large percentage of other raw materials and finished products, with the result that prosperity for the carriers means prosperity for those who supply the railroads with these commodities.

Other railroad men called upon said they came to listen rather than talk.

Cooperage Men Among Officers

All of the officers and directors re-elected, by unanimous vote of the nomination committee, S. M. Nickey, chairman, follow:

President, Walker L. Wellford, Chickasaw Cooperage Company, Memphis; general vice-president and vice-president in charge of the Memphis district, W. E. Hyde, Hyde Lumber Company, Memphis; treasurer, Elliott Lang, R. J. Darnel, Inc., Memphis; vice-presidents in charge of district offices—Cincinnati, S. W. Richey, Richey, Halstead & Quick Company, Louisville, W. B. Wymond, Chess & Wymond Company, New Orleans, Lucas E. Moore Stave Company, W. B. Morgan, S. T. Alcus & Co., Helena, C. H. Murphy, Superior Oak Flooring Company, Mobile, S. B. Adams, Chicago, G. H. Holloway, Utley-Holloway Company; vice-presidents in charge of committees—legislative, W. A. Ransom, Gayoso Lumber Company, Memphis; finance and auditing, Mark H. Brown, Mark H. Brown Lumber Company, Memphis; export traffic, R. L. Jurden, Penrod-Jurden Company, Memphis; rate book, T. E. Sledge, May Brothers, Memphis; rate adjustments, J. W. McClure, Bellgrade Lumber Company, Memphis; membership and assessment, Curtis Dewey, Chapman & Dewey Lumber Company, Memphis; demurrage and storage, R. C. Stimson, Stimson Veneer & Lumber Company, Memphis; freight claims, E. B. Norman, E. B. Norman & Company, Louisville, Ky.; directors for three years—F. T. Turner, Turner-Farber-Love Company, Memphis; J. M. Jones, J. M. Jones Lumber Company, Monroe, La.; C. C. Day, Aberdeen, Miss.; W. Thomas Young, Corinth, Miss.; W. C. Bonner, J. H. Bonner & Sons, Memphis; Max Saw Mills Company, Inc., Corinth, Miss.; W. C. Miller, Miller Lumber Company, Marianna, Ark.; W. H. Day, Wood Mosaic Company, Louisville, Ky.

Fourteen directors, seven each elected in 1922 and 1923, complete the board that will serve during 1924.

Immediately following adjournment, the directors met and elected J. H. Townsend secretary-manager and J. V. Norman general counsel, to succeed themselves.

A NEW PINE-WOOD PRESERVATIVE

A new pine-wood preservative, said to possess qualities that make it in some respects superior to creosote, has, according to report, been developed by Captain F. A. Schauman, of Orange, Texas, and James Kennedy, of New Orleans. The discoverers claim that the preservative, applied with a brush, gives pine wood as long a life as the same material treated with creosote under pressure. They purpose to establish a factory near New Orleans.

The process is a secret, but it is described in general terms as a distillation of the oils in pine stumps and a refining of the product.

The products refined include turpentine, antiseptic, pine oil, phenol, tar and the pine-wood preserver. There is also a residue of charcoal. Extraction takes about seventy-two hours.

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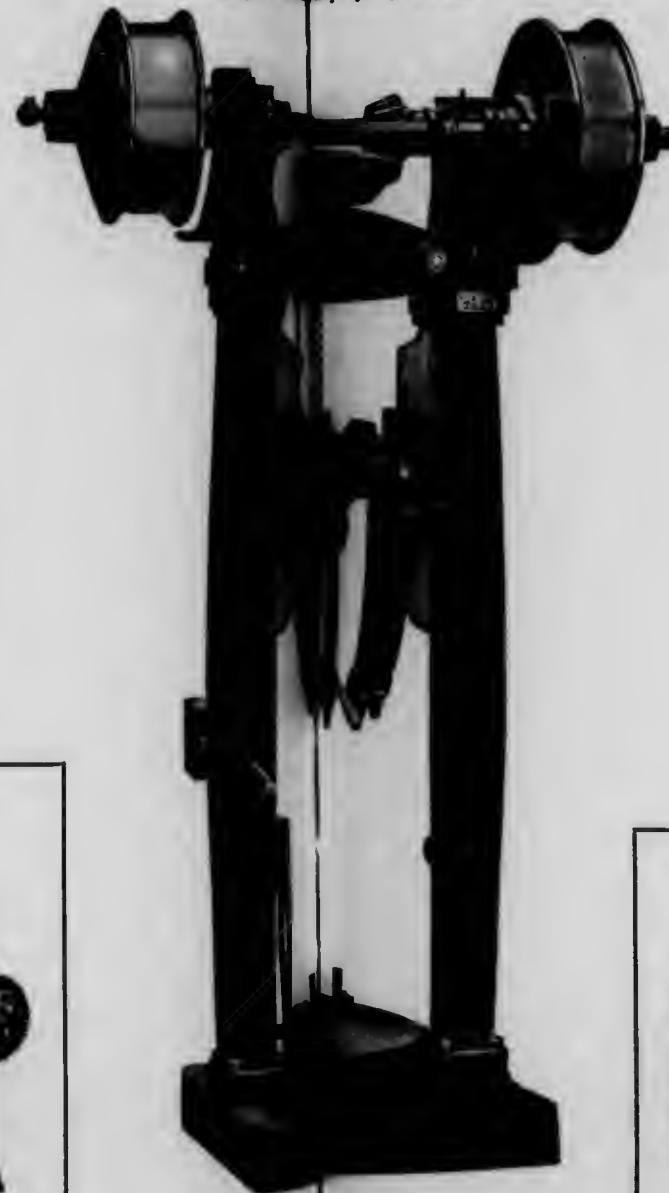
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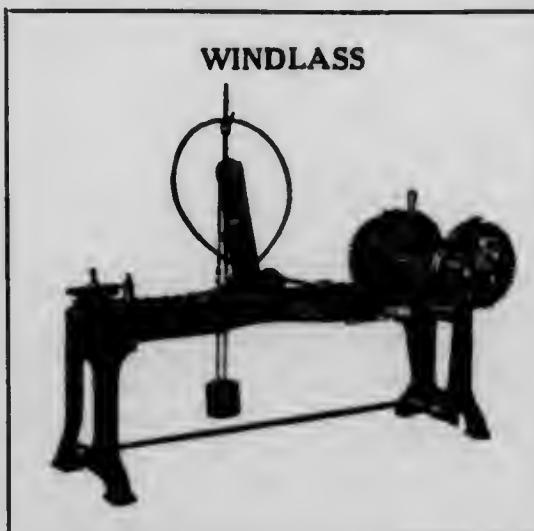


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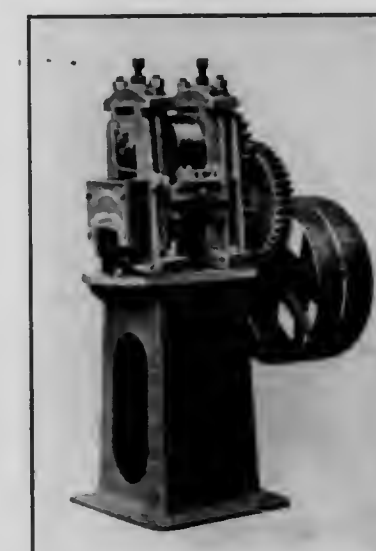
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CHAMBER OF COMMERCE MAKES PUBLIC TAXATION PROGRAM

A taxation program carrying thirteen recommendations for repeal and reduction of present federal taxes and for changes in the administration of federal tax laws, the work of a special committee of the Chamber of Commerce of the United States, was made public by the Chamber January 18th, preliminary to submitting it to a referendum vote of member organizations.

The report goes at length into the subject, the committee supporting its proposals in each instance with material showing the effects of the present law as well as the effect of present methods of administration.

The recommendations of the committee are as follows:

1. There should be revision of the normal and surtax rates on individual incomes to an extent equal in its results on revenues to a large part of the surplus anticipated at the end of the fiscal year.

2. In the rates of federal income tax there should be reasonable differentiation between earned income and other income.

3. War excise taxes confined to particular businesses should be repealed.

4. There should be an amendment to the Constitution permitting non-discriminatory taxation reciprocally between the federal government and the States of income derived from future issues of securities made by or under the authority of federal and State governments.

5. There should be set up in the Treasury Department, independently of the Bureau of Internal Revenue, a board of tax appeals, under such conditions of salary and otherwise as will make it possible for the Secretary of the Treasury to obtain the services of men of the highest ability.

6. The Commissioner of Internal Revenue should be freed of all duties with respect to the prohibition act and the narcotic act.

7. In the administration of tax laws such conditions for recognition of merit, salary and permanency in tenure for competent men should be established as will make possible an efficient organization and reduce turnover of responsible employees to a minimum.

8. Congress should direct the Commissioner of Internal Revenue to decentralize administration as rapidly and as far as possible, and to report to Congress not later than January 1st of each year upon the progress which has been made.

9. The various parts of the Bureau of Internal Revenue now located in Washington should be brought together in one suitable building.

10. Arbitrary assessments designed to extend the limitation period fixed in law should be prohibited.

11. Taxpayers should be informed of all rulings which may affect their rights, adversely or favorably.

12. Congress should expressly authorize the filing of a tentative return on the present due date with a right to file a final return not more than three months later.

13. There should be created a joint committee, with members from both houses of Congress and representatives of the public, to make a thorough study of federal taxes, simplification of the law for the income tax, and improvement in administration, and to report its recommendations to Congress.

In connection with its recommendation for reduction of income taxes, the committee declares that taxation of personal income affects not only the persons involved, but business conditions in general. "If investors are required to pay excessively heavy surtaxes upon ordinary investment income, while they have the easy opportunity of investing in State and municipal bonds substantially exempt from taxes," says the committee, "private industry suffers, the interest rates which it must pay for capital are increased and prices must be raised to cover the increased cost of capital. Excessive surtaxes thus injure every consumer who is adversely affected by high prices, and the general body of consumers would gain in reduced cost of living by a reduction in the upper surtaxes."

The reduction of rates on individual incomes, the committee points out also, will reduce inequities such as exist in the case of partners and individuals engaged in business as compared with corporations.

Urging differentiation between earned and unearned incomes, the committee used the words "earned income" in the sense of income earned directly by personal exertion. This is especially desirable, the committee holds, when income from investments in public obligations is wholly or partly free from tax.

The administration of many of the war excise taxes, according to the committee, has resulted in absurdities. "Very frequently," the committee asserts, "they harass industries which they affect to an extent which is beyond any justification in the revenue they produce."

They make distinctions not existing in fact and place the business they affect at a disadvantage with other businesses."

As to its recommendation for a constitutional amendment dealing with non-taxable securities, the committee says the evils flowing from the present situation are well known, and it classes as the greatest evil the circumstances that persons evading national taxes through purchase of tax-exempt securities are able to put on persons with smaller incomes a proportionately heavier burden of income tax.

The committee urges creation of a board of tax appeals on the grounds that conditions of administration under the present method have reached a crisis and that the income tax is being rapidly discredited through its administration. "The difficulty," the committee declares, "does not exist in lack of honesty of purpose in the administration. Delay in audit of returns has seriously and adversely affected the interests of many thousands of firms and individuals. Twenty thousand employees of the Internal Revenue Bureau constitute a vast army representing the commissioner, and the members of it act as prosecutor, judge and executor in determining and collecting billions of dollars in taxes."

"Both the taxpayer and the Bureau of Internal Revenue should be able to go to a board of tax appeals for a final determination, within the Treasury Department, of contested points with respect to any additional assessment or any remission of taxes, and decisions should be binding alike, so far as administration of the law is concerned, on both taxpayer and the bureau."

Duties of the Commissioner of Internal Revenue in enforcing the prohibition and narcotic acts, the committee declares in recommending that he be freed of them, are of a nature requiring diversion of his attention from the task of administering the income tax law, a most important task within itself.

Rapid changes of personnel within the bureau, the committee says, now cause taxpayers much delay, many inconveniences and often largely added expense. This and other reasons make, according to the committee, prompt the recommendation for a plan which will bring permanency in tenure for competent employees.

Decentralization of administration, proposed by the committee, is necessary, it is set forth, to expedite cases, as well as to add to the convenience of those who now are forced to make long trips to Washington. The same reasons govern the recommendation of the committee for housing the various units of the bureau in Washington within one suitable building.

Discontinuation of arbitrary assessments is proposed, the committee says, because the practice has abused the rights of taxpayers. "The statute of limitations was placed in the law," says the committee, "to confer rights upon taxpayers after administrative officials had had the full opportunity which Congress considered adequate to make their investigations. The bureau should in good faith complete its assessments within the period established by law."

Secret or confidential rulings for the use of administrative officials, the committee holds, should be discontinued entirely.

As regards tentative returns the committee says that previous general extensions of time for filing complete returns has not mitigated difficulties because extensions have been authorized only within a short time of the date when returns were due.

The joint committee proposed, the committee declares, is necessary for a thorough-going study and investigation as a means of doing away with inequalities and of simplifying the laws.

TAKES TWO MEN SEVEN DAYS TO BRING DOWN GIANT REDWOOD

Report from Portland, Oregon, advises that a redwood tree, seventy feet in circumference and 300 feet high, was recently cut in the Redwood Forest, close to the Oregon line, in northern California, which will supply 250,000 feet of lumber and keep a sawmill running three days. Some trees still standing are larger than this giant of the forest.

The lumber will furnish a cargo for two vessels entering Crescent City harbor. Fifty cottages, each containing 5,000 feet of timber, could be built from the product of this tree.

Two men labored seven days to bring down the tree. They were forced to make a double undercut, the vertical measurement of which was ten feet.

The Lake Providence Cooperage Co., Lake Providence, La., has filed dissolution of charter.

1923 TRADE TOTALS FAVORABLE TO THE UNITED STATES

The United States finished the calendar year of 1923 with a favorable foreign trade balance of \$375,948,917, as was shown January 15th in Department of Commerce figures for the twelve months ended December 31st.

Exports during December took a big jump mounting to \$425,000,000 and outstripping any month since January, 1921. Imports were \$285,000,000, leaving a commodity balance in favor of this country for the month of \$140,000,000.

For the calendar year the figures showed total exports of \$4,164,831,132, compared with imports of \$3,788,882,215.

Imports of gold amounting to \$32,641,226 during December were also larger than the average of recent months and compared with \$26,439,677 in the same month of 1922. Imports of silver were \$8,172,301 offset by exports of \$9,521,083. American gold exports for December were only \$711,529.

For 1923 gold imports were \$322,715,812, against \$275,169,785 in 1922 and \$691,248,297 in 1921. Exports of gold for 1923 amounted to \$28,643,417, while such exports in 1922 were \$36,874,894 and in 1921 \$23,891,377. Total silver imports for the year were \$74,453,530, while exports were \$72,468,789.

The export total for the month of \$425,000,000 was \$25,000,000 in excess of any other month of the year and was nearly \$100,000,000 in excess of the average monthly exports of 1922.

Imports for December were considerably smaller than in the early months of 1923, but larger than those of average months of 1922 and 1921. In November, 1923, imports were \$291,457,000.

The effect of the reduction in monthly import totals and the expansion of monthly export totals was to give a sharp turn to the balance of trade which from being against the United States in the March, April and May figures to the extent of several millions of dollars, turned in favor of the United States.

The year's favorable balance, however, was less than that of 1922, which mounted to \$719,030,636. One reason for the heavy figures of December and November exports, officials said, was the high price of cotton, which bulks very largely during fall and winter months.

1923 GRAPE STATISTICS SHOW DECREASED YIELDS IN EASTERN STATES

New York's grape crop decreased 44 per cent. in value in 1923, Pennsylvania's 45 per cent., and Michigan's 47 per cent., according to a report made public January 12th by the New York State Department of Farms and Markets, in conjunction with the Pennsylvania and Michigan Market Bureaus and the United States Bureau of Agricultural Economics.

New York shipped 4,186 cars in 1923, as against 7,407 in 1922. The average price dropped from \$70 to \$68.66 per ton. The crop, at the shipping points, had a value of \$2,807,107 in 1923 and \$5,184,900 in 1922.

The Pennsylvania output dropped from 1,514 to 852, the average price went from \$70 to \$68.66, and the shipping-point value decreased from \$1,059,800 in 1922 to \$584,983 in 1923.

The Michigan season produced 3,870 cars, averaging ten tons each in 1923, as against 6,020 cars in 1922. The average price in 1922 was \$65 per ton and \$55.29 last year, bringing the shipping-point value from \$3,913,000 in 1922 to \$2,139,723.

The States receiving the bulk of the New York-Pennsylvania crop were New York, Pennsylvania, New Jersey, Connecticut, Ohio and Massachusetts.

California grapes in eastern markets, in competition with the New York-Pennsylvania movement, were nearly twice the total production of the New York and Pennsylvania vineyards, the report said. Between September 26th and October 20th New York City, Chicago, Boston, Pittsburgh, Philadelphia, Detroit, Cleveland, St. Louis and Cincinnati, the principal primary markets, received 9,088 cars from California. The indication for next season's yield is for a lighter crop than in 1923, the report stated.

WILL BUILD NEW STAVE AND HEADING MILL

The Marsh Bros. Stave and Heading Company, Watertown, Fla., announces that it will immediately begin the construction of a sawmill with a daily capacity of 20,000 feet.

STAVE PLANT IS CUT OUT

The Monette Stave Company, Monette, Ark., has cut its last stave, the plant is being dismantled and the remainder of the timber in that section is being left for the stovewood interests.

Formulation of National Transportation Policies That Will Secure Adequate and Economical Handling of Goods, the First Fundamental in Our Whole Economic Future, says Secretary Hoover

At the Hotel Willard, Washington, D. C., January 9th, Secretary Hoover delivered the following address before the Transportation Conference:

"I wish to congratulate the Chamber of Commerce and President Barnes on the initiation of the Transportation Conference and the very constructive reports of its sub-committees. I am proud to have had some part in its initiation. Your committees have comprised members of the organized transportation executives, of transportation labor, of manufacturing shippers, of the farmers and business associations generally. We have thus had for the first time a joint consideration of our broad national problems of transportation by all of the most important economic elements of the community, that are primarily concerned with these problems. The sub-committees have spent many months in an exhaustive examination and have presented to you most thoughtful recommendations.

"The formulation of long-view national policies in transportation that will secure for us economical and adequate handling of goods is the first fundamental to our whole economic future. The solution of the problems in such policies is only in part a matter of legislation and governmental relations. They are in large part to be solved by initiative and voluntary co-operation amongst the business community. It marks a great step in our business progress when all the elements such as are represented in the sub-committees may come together and agree on solutions in important questions, and outline a method of co-operation by which they are to be attained.

"The groups represented here have many diverse and, perhaps, conflicting interests in some particulars, but it is real progress when we have agreement on so many questions, even though it may be necessary to disagree on others, until solution can be found.

"To secure the adoption of national policies in these matters they must commend themselves to the common sense of our people, and to do so they must protect public interest; they must be just to the investor and to the employee; they must maintain the initiative of our transportation agencies, and they must assure the development in service that our growing population will need. These things are not incompatible.

"If I were to attempt to express my personal views of such national policies—stripped of secondary considerations—I would enumerate them somewhat in the following terms, and much of your sub-committee reports support such conclusions.

"1. Railway service under private ownership in order to secure the driving force of individual initiative in efficiency and development.

"2. Government regulation of fair rates and railway finance in order to protect the shipper and to give stability to honest investment of savings.

"3. Recapture of excess profits in order to allow rates which will assure operation and service from railways in less favored circumstances, yet prevent unjustified profits from any particular railways.

"4. The earliest practicable consolidation of the railways into larger systems under conditions of maintained competition in service in order to secure greater economy in operation, assurance of development and lower rates, and greater stability in earnings.

"5. A basis of employer and employee relationship that will stimulate mutual responsibility as the first requisite to continuous service.

"6. Reorganization of the rate structure in order to secure a better adjustment of the burden between commodity, class and less than car-load rates, most of which can best be accomplished after consolidation and consequent wider diversification of traffic.

"7. Co-operation between the shipper and the railways in order to secure a better distribution of traffic over the year and to avoid congestion of peak periods of car shortages.

"8. Definite development of relief in freight terminals, including co-ordination with motor truck feeders and distribution.

"9. Development of proper joint rates and service by water and rail transportation in order to relieve extension of railways where unnecessary and give the public the advantage of cheaper water transport.

"10. A comprehensive national plan of inland waterway development in substitution of hit-and-miss activities, with priority in development to rivers and canals where substantial traffic may be expected, including development of the St. Lawrence waterway, etc.

"Many of these questions are outside of legislation. They require continuous co-operation between the public and the transportation agencies. The accomplishment of some of them implies supplemental legislation or amendment to the present acts.

"There are four of these questions to which I should like to particularly refer. That is, co-operation among the business public to secure better annual distribution of traffic; freight terminal development; the consolidation of the railways and the railway labor problem.

Shippers and Railway Managers' Conferences

"During the past year we have seen the inauguration of the policy of regular local joint conferences between railway executives and shippers' organizations. These conferences have cleared up many points of conflict and brought about much better understanding, both of the problems of the shippers and of the railways. We have also had an extensive and successful drive for local co-operation of shippers with the railways which has contributed to the handling of the largest transport movement of our history. Much was accomplished by this co-operation in the more rapid loading and discharging of cars, the laying down of coal supplies during the slack season and thus avoidance of car shortage in fall peak and numbers of other helpful results. These efforts, together with the great initiative and ability of the railway executives marks 1923 the first year for a long time when we have had an extremely high level of business activity and at the same time have not suffered tremendous losses from car shortages. The co-operation itself has created a much better understanding of railway problems by the shipping public.

"I believe it is important that these voluntary co-operative efforts should be even more definitely organized than at present and established on so systematic a basis as to make them a part of our whole transportation fabric. One field for extension of such organized co-operation is with the fruit and vegetable growers' associations in the better handling of perishable goods and refrigerator movement generally.

Terminals

"One of the most difficult problems in the future development of transportation are the railway and water terminals. The expansion of terminal facilities at our larger centers in the next twenty years will be required to a degree that seems almost hopeless with the present methods of terminal distribution and collection. Nor is the problem one solely of increased trackage and shed facilities. It is a problem that affects congestion in the streets and ramifies in a hundred directions in our municipal life. The experimental work being carried out in terminal distribution by co-ordination with motor truck service, the possible invoicing of goods for store delivery and collection, the establishment of distribution terminals outside of congested areas for this purpose—all give such promise as warrant a definite program of constructive experimental development. I am in hopes the conference may see its way to establish a thorough testing out of these alternatives in terminal expansion and I will be glad for the Department of Commerce to contribute in any way that would seem desirable to you.

Railway Consolidations

"Your committee reports furnish the most convincing reasons for consolidation of the railways into larger systems. The very reasons given are full warranty for its earliest possible consummation. One reason of urgency is that the weak roads are unable to undertake their proper share of extended facilities and the strong railways can not carry the burden forever. The present act, resting as it does upon purely voluntary action, is not likely to result in rapid action because of the multiple difficulties in negotiations between members of the groupings to be indicated by the Interstate Commerce Commission, the intense complexities of security priorities, difficulties of determining relative present and prospective values—questions of individuality and the complexities of State and national regulation and many other problems. The President has indicated in his message to Congress the necessity for some more definite legislation to assist in this direction. Wholesale compulsory consolidation, even if it be constitutional, is fraught with such financial and technical difficulties as to be almost impossible. On the other hand, consolidations can be stimulated and expedited.

"For those railways who can not get together readily, I believe we should have provision for optional federal incorporation and the creation of organization committees for each proposed system, including public representatives.

"If the consolidations were formulated by such committees (where they are not otherwise effected) upon the basis of exchange of stock or securities in the consolidated corporation directly to the individual stockholder of the component companies it would at once enable the solution of many questions of relative value by the exchange of different descriptions of securities. Consolidation plans under such auspices should inspire such confidence as to be unlikely to fail of majority exchange, and the committees should be given authority to compel exchange of minority stock or security holders and of minority roads in a group on behalf of the consolidated corporation. Such a plan would enable account to be taken of relative present earning value, relative prospective values of market values for securities and to keep capitalization within the I. C. C. valuations. It would also permit of ownership of some roads by two systems and of consolidation of some terminals by exchange of securities. Such a procedure would accord with experience and permit of full protection of the public interest and of the equitable treatment of the various security holders.

Railway Labor Relations

"The reorganization of the Railway Labor Board is one that has had some discussion with your sub-committees. The President has suggested the importance and the desirability of some agreement upon this question as a basis for amendment to the act. The present set-up of labor adjustment has not given entire satisfaction and in a considerable degree this is due to inherent faults in the construction of the board and in its authorities.

"We have in this board confused four different functions in labor relationship. The board has in parts the scenery for collective bargaining, for arbitration, for conciliation and for judicial determination. Whatever change is made in the machinery to solve these relationships, the changes should if possible be constructively developed by the railway employees and executives themselves, plus, perhaps, the assistance of independent persons who represent the public interest.

"I am not despaired that a patient and painstaking conference of this question among those primarily concerned would not contribute to its solution. It would certainly be of great assistance to Congress itself if some such service could be performed in advance of the time that Congress will need to give consideration to it.

"I am aware that both sides have given it much thought and discussion. The railway employees, and, to some extent, the railway executives and some leaders in Congress have made suggestions. I have the feeling that your conferences have made such progress in finding common ground for initiating policies in many directions that it would be worth while making an effort to find some agreed basis for settlement of this most difficult question also.

"I feel you have already shown that it is possible for co-operation among our great interested groups in finding common ground for constructive action. There are great opportunities to public helpfulness in these conferences and the whole administration wishes your further deliberations full success."

STEEL CONCERN IN RECEIVERS' HANDS

Judge Hazel, in Federal Court, Buffalo, N. Y., January 21st, appointed John Lord O'Brian, Louis J. Campbell and Harry E. Nichols receivers of the Atlas Steel Corporation, of Dunkirk, in an equity conservation action brought by the Youngstown Printing Company on behalf of itself and all other creditors of the company. The papers in the proceeding show that the Atlas Steel Corporation has total assets of more than \$8,600,000 and liabilities of about \$6,500,000.

The bill of complaint states that the corporation is solvent but unable to pay its debts as they mature in the ordinary course of business.

The order appointing the receivers restrains all actions against the corporation and authorizes the receivers to continue the business as a going concern.

At Dunkirk, N. Y., President L. J. Campbell, of the Atlas Steel Corporation, said that the receivership is a friendly action for the purpose of stabilizing the Atlas situation and giving ample time to work out its ultimate salvation.

The Atlas Company was formed in 1922 by a merger of the old Atlas Crucible Steel Corporation, of Dunkirk, and the Electric Alloy Steel Company, of Youngstown. A good part of the stock is held in Dunkirk and in Buffalo.

BUSINESS INFORMATION CAN NOT BE DISSEMINATED AMONG TRADE ASSOCIATION MEMBERS, SAYS ATTORNEY GENERAL DAUGHERTY

The elaborate system for disseminating business information that Secretary Hoover has built up by co-operation with the trade associations, representing the various industries of the country, is threatened with destruction as the result of an informal opinion given January 10th by Attorney General Daugherty.

In a letter to Secretary Hoover the Attorney General held that trade associations might collect "general information for distribution through a single medium of the Department of Commerce, but that any attempt of the association to exchange such information among their members constituted a violation of the anti-trust laws." Mr. Daugherty based his opinion on a recent decree of the Federal Court in Ohio in an anti-trust action instituted by the government against the Tile Manufacturers' Credit Association.

"This is a position I feel impelled to take, as Attorney General of the United States, in enforcing the anti-trust laws," wrote Mr. Daugherty, "but, of course, as to what activities and how far you will co-operate with trade associations are matters for your determination in conducting your department."

Mr. Daugherty's letter was in reply to an inquiry from the Secretary of Commerce and was not intended to be a formal opinion of the Department of Justice. Nevertheless, it carries the force of a ruling by the Attorney General and justifies Mr. Hoover's recently expressed apprehension that the decree in the tile manufacturers' case, and also one taken in a similar case involving the cement manufacturers, would adversely affect co-operation between his department and the trade associations.

Report says: "It would be no surprise if the opinion resulted in the disbanding of a large number of the trade associations or their refusal to furnish further business information to the Department of Commerce except information required by law on census reports. In that event, current statistics on industrial and commercial activities, now issued by the Department of Commerce and regarded as great and legitimate aid to business, would become unavailable."

Such a development was forecast by Secretary Hoover in his letter of inquiry of December 11, 1923, in which he asked Mr. Daugherty for additional information respecting the Federal Court decisions.

Attorney General Daugherty replied that his views are similar to those he previously had expressed in written form to Mr. Hoover, and are "strongly confirmed" by decisions of the Supreme Court. The Attorney General's reply is vigorous in tone, leaving the distinct impression he was irritated at being questioned again on the subject.

"Again the idea seems to be prevalent," said Mr. Daugherty, "that no exchange of information between the members of a trade association, regardless of its extent and character, can be unlawful if, at the same time, publicity is given thereto through the press or some governmental agency. In my judgment, this idea is likewise fallacious."

Herbert Hoover, secretary of the Department of Commerce, has made public the correspondence between his department and Attorney General Daugherty relative to whether or not, under the federal court decrees in the tile and cement cases, his department could co-operate with trade associations in the dissemination of trade statistics. The opinion of the attorney general points the way to that end. The correspondence is as follows:

Secretary Hoover's Letter

My dear Mr. Attorney General:

The question of the right of trade associations to gather and distribute information and statistics is becoming more and more acute. My own impression is that the collection and distribution of current unidentified information and statistics as to production, stocks on hand, and prices on closed transactions should be permissible provided it is made available on fair terms, not only to the association members, but to all others interested, including the general public.

Such knowledge is essential to the consumer, producer, manufacturer and distributor, as it places them all in a position to interpret and judge market conditions intelligently on the basis of supply, demand and current prices, and to gauge their purchases and sales accordingly. This unquestionably would be of tremendous aid in the economical conduct of business and redound to the public good.

If business be compelled to operate without such vital information it will naturally be forced into unscientific and highly speculative avenues.

Competition based on fair and equal information of existing conditions would more likely result in lower prices to the consumer than competition based on uncertainty, in which each dealer must add something to his price to cover unforeseen eventualities.

Some time ago I realized that the carrying out of the purposes of this department as set forth in the Organic Act, "to foster, promote and develop a foreign and domestic commerce, the mining, manufacturing, shipping and fishing industries, and the transportation facilities of the United States," required that the character of information described in the first paragraph hereof should be available, and that the gathering of such from the individual units of industry would involve such a gigantic physical task that this department with its facilities could not undertake such action with the faintest hope of attaining the ends desired. I, therefore, have in the past utilized to a very considerable extent the trade association as a medium for securing such information and have received splendid co-operation from them as a whole.

Seeking to clarify the situation regarding legitimate trade association activities, I set forth my views in several letters to you in February, 1922, and requested your informal opinion as to the legality of many association functions, including the collection and distribution of the character of information herein referred to. Predicated principally upon your informal views in reply thereto, this department formulated a plan of co-operation with trade associations (copy of which is attached hereto) under which the association's secretary collects and compiles unidentified current information and distributes it to the members, simultaneously sending identical reports to governmental agencies, competitors of the association's members, and to any other persons who arrange for them. Under this plan no supplemental or separate reports are transmitted to the members only. This department receives all such reports for wide dissemination by publication.

My attention has been directed to a decree entered November 26, 1923, in the District Court of the United States for the Southern District of Ohio, in the case of United States vs. Tile Manufacturers' Credit Association, et al, paragraph two of page four of which is as follows:

"Provided, however, that the defendants are not restrained or enjoined from maintaining an association either voluntary or incorporated, for the following objects and purposes and none other," after which various permissible activities are set forth. Paragraph two of page three is as follows:

"Provided, however, that the defendants may, through the association, or corporation hereinafter provided for, receive and compile for transmission to any governmental agency such information and statistics as it may request as to the production, shipments, the stocks on hand and the prices of tiles, but are restrained from distributing said information among themselves, except that information respecting sales may be collected annually and used to enable the assessment of the several members for their proportionate parts of the general expenses of the association, and for no other purpose."

I interpret the last quoted paragraph to mean that it would be unlawful for the proposed association on behalf of its members to transmit information and statistics of the character therein described to its members, but that it could receive and compile it for the purpose only of transmitting it to a governmental agency that might so request.

It is my understanding that this decree is only binding between the parties thereto; however, in view of informal conversation between representatives of your department and this department on the subject of trade association activities, I am inclined to be of the opinion that the last mentioned paragraph embodies an expression of the present policy of your department relative to collection, compilation and distribution of information and statistics of the character therein set out applicable to trade associations in general.

It is not the desire or purpose of this department to continue operations under the co-operative plan if it is in conflict with the policy of your department; it is our desire, however, to call your attention to the situation that in my opinion will develop, if my interpretation of this decree correctly expresses the policy of your department. I think there is great likelihood that not only the associations from which this department now receives valuable statistics but a great many others, will discontinue the collection of information and statistics as to production, shipments, stocks on hand and the prices on closed transactions. They will not go to

the expense of collection, if the only use that can be lawfully made of them is to transmit them to some governmental department. If this should happen, I fear that the efficiency of this department in carrying out the purposes set forth in the act creating it would be very greatly impaired.

I respectfully request that you informally advise me, in view of the foregoing, whether or not this department should discontinue its present plan of co-operation with trade associations.

Yours faithfully,

HERBERT HOOVER,

Secretary of Commerce.

Attorney General's Reply

My dear Mr. Secretary:

Your communication of the 11th instant relating to exchange of statistics through trade associations was received, and has been given careful consideration, and in reply thereto I beg to say:

Referring to the correspondence which passed between your department and this department in February, 1922, I call your attention to the following paragraphs in the initial communication, transmitted by you to this department on February 3d, which contain the sole reference in that letter to the gathering of statistics by trade associations and their dissemination:

"(10-A) May a trade association collect statistics from each member showing his volume of production, his capacity to produce, the wages paid, the consumption of his product in domestic or foreign trade, and his distribution thereof, specifying the volume of distribution by districts, together with his stock, wholesale or retail?"

"(B) And may such trade association, on receipt of the individual reports of each member, compile the information in each report into a consolidated statement which shows the total volume of production of the membership, its capacity to produce by districts of production, which, in some instances, include a State or less area, the wages by districts of production, the consumption in foreign or domestic trade by districts, the volume of distribution by districts, and the stocks on hand, wholesale and retail, by districts?"

"(C) And if, after compiling the information as aforesaid, the information received from the members as well as the combined information is not given by the association to any other person, may it then file the combined statement with the Secretary of Commerce for distribution by him to the members of the association through the public press or otherwise and to the public generally and to all persons who may be in any way interested in the product of the industry, it being understood that the individual reports for the members should cover either weekly, monthly, quarterly, or longer periods as may be deemed desirable by the members, and, when a period is adopted, the report for each member shall cover that period, and the combined report shall be for that period?"

"(11-A) May a trade association, at the time it collects the production and distribution statistics above outlined, at the same time have their members report the prices they have received for the products they have sold during the period taken, specifying the volume of each grade, brand, size, style or quality, as the case may be, and the price received for the volume so sold in each of the respective districts where the product is sold?"

"(B) And may the association, without making known to any person the individual price reports of any member, consolidate all of the reports into one, and show the average price received for the total volume of each grade, brand, size, style or quality, as the case may be, distributed in each district covered by the distribution statistics for the period covered by each individual report?"

"(C) And may the association, after making such compilation, send the compiled report as to average price, as aforesaid, to the Secretary of Commerce, to be by him distributed to the public and to any or all persons who may be interested in the particular industry making the reports?"

This particular subject had been carefully considered by representatives from both departments before the foregoing was incorporated in the communication; and my views as to how far trade associations should be used in collecting and distributing statistical information are there set forth.

The paragraph to which you refer in the decree entered in United States vs. Tile Manufacturers' Credit Association reads as follows:

"Provided, however, that the defendants may, through the association, or corporation hereinafter provided for,

receive and compile for transmission to any governmental agency such information and statistics as it may request as to the production, shipments, the stocks on hand and the prices of staves, but are restrained from distributing said information among themselves, except that information respecting sales may be collected annually and used to enable the assessments of the several members for their proportionate parts of the several expenses of the association, and for no other purpose."

You will observe that this proviso in the decree complies strictly with the paragraphs above quoted from your letter of February 3, 1922.

Two objects were had in mind during the conferences which preceded the above mentioned correspondence, both of which it was thought were secured by the limitations embraced in the above quoted paragraphs of your letter: First, that the information distributed should be general, and, second, that individual contact between those engaged in the same industry with reference to matters which vitally affect prices should be avoided. If the character of the information and the manner of its dissemination be restricted as specified in your letter, one member would not be informed as to the individual activities of another member, and those engaged in the industry would be prevented from revealing their business to their competitors. Under the system now practiced by many of the associations each member reports its production, shipments, stocks on hand and each individual sale, stating the price at which it is made, and, generally, the locality where made; and this information is distributed by the secretary or manager of the association among all the members, though in some associations the names of the members making the sales are omitted. Thus each member reveals the details of his entire business to every other member, which, as suggested by the Supreme Court in the hardwood case, is entirely inconsistent with the normal attitude of real competitors.

In my judgment the effect of general information as to the conditions of the industry, such as total production, shipments, stocks on hand and the average price, or range of price, is entirely different from that resulting from each person engaged in an industry receiving directly, or through a common medium, reports which reveal to him the exact condition of the business of all of his competitors. When thus informed each one is invited, and is naturally inclined, to imitate the conduct of his most successful competitor; and the spirit of comradeship created by the confidential exchange of information of this character necessarily prevents the free competition between them which would otherwise prevail.

Those who organize and conduct these associations appear to entertain the idea that if the information imparted relates only to past and closed transactions there can be no violation of the anti-trust act. In my judgment such an idea is wholly fallacious. One's future conduct is to be judged by what he has done and is then doing, and not so much by what he says he will do. It is one's actual conduct that is taken as an example for imitation. It has developed in the trial of cases involving associations that the members first agreed upon prices; but such a plan did not work because the members could not be relied upon to keep the agreement; and the system of exchanging statistics was adopted because it was found to be the only effective way to procure co-operation as to prices and production; and such co-operation could be thus procured even in the absence of any positive agreement.

Again, the idea seems to be prevalent that no exchange of information between the members, regardless of its extent or character, can be unlawful if at the same time publicity be given thereto through the press or some governmental agency. In my judgment this idea is likewise fallacious. The illegality as well as the evil results arise from the co-operation among the members pursuant to a positive or tacit understanding; and this co-operation is not affected by publicity. Those who purchase the commodity, though fully informed as to the activities of the association, can protect themselves only by an organization and co-operation of like character, which, if it were lawful, is an impossibility upon the part of the public.

I have no doubt that it is important that those engaged in an industry have general information as to the conditions of that industry, but I think that information should be distributed strictly through a responsible medium, like your department; and I see no objection to its being gathered by an association provided it be strictly guarded and the association be prohibited from distributing it among its membership. This is the same view that I entertained when the communications were exchanged in February, 1922; and it has since been strongly confirmed by decisions of the Supreme Court,

and by investigations of a number of associations and the trial of cases involving associations.

This is but a statement of the position I feel impelled to take as Attorney General of the United States in enforcing the anti-trust act. But, of course, as to what activities and how far you will co-operate with trade associations are matters for your determination in conducting your department.

Yours sincerely,

H. M. DAUGHERTY,

Attorney General.

SALES OF NATIONAL FOREST TIMBER SHOW STEADY GAIN

More timber was cut from the national forests during the fiscal year ended June 30, 1923, than ever before, and the receipts paid into the United States Treasury were greater, according to a statement in the annual report of the Forest Service, United States Department of Agriculture. The amount of timber cut totaled 991,982,000 board feet, the amount sold equaled 2,288,585,000 board feet, and the receipts from sales totaled \$2,641,244.

One of the factors affecting the volume of timber business in the national forests, the report points out, is the continued western migration of forest industries from the depleted timber regions of the East. Eastern sawmill capital is at present being invested more largely on the Pacific Coast than elsewhere, and this is reflected in the sales of timber from that region.

The increase in timber sales from the Alaskan forests during the fiscal year ended last June was 73 per cent. over the previous fiscal year. This timber was used mostly to supply the needs of the Alaskan fisheries and other local industries.

All sales of timber from the national forests take into account the sustained yield principle, thus affording a perpetual supply on the sale area. One of the outstanding sales of the year was the Bear Valley unit on the Malheur Forest in Oregon. The sale involves 890,000,000 board feet of timber, and will bring into the Treasury not less than \$2,250,000 during the sale period of 20 years. The management plan under which the sale was made contemplates a continuous supply of from 40,000,000 to 60,000,000 feet annually to one manufacturing center. The capital invested in this sale originated in the Lake States and has moved south and west periodically ever since. So far as a supply of raw material is concerned it will never have to move again, the report declares.

LUMBER ACTIVITIES MERGE

The National-American Wholesale Lumber Association has taken over the secretarial and general association activities of the Pacific Coast Shippers' Association. F. S. Underhill, of Wistar, Underhill & Nixon, Philadelphia, Pa., is vice-president of the National-American Wholesale Lumber Association and there are fifty-three members of the association located in the Quaker City.

PUBLIC DEBT CUT \$400,000,000 IN 1923

The Treasury accomplished a net reduction of almost \$400,000,000 in the public debt in 1923, according to official figures made public January 3d. Outstanding obligations of the nation totaled \$21,589,160,346 when the books were closed for 1923.

Treasury officials expressed satisfaction that the mass of obligations, the bulk of which were incurred during the World War, now were in "manageable shape," and said the refunding operations of the last two years had left the Treasury in a position to take care of all maturities of the future without impairment of the program for gradual retirement of the debt.

Success of the retirement program, however, they added, depended upon a continuation of the policy of economy.

BARRELS AND CASKS ON THE SEA BOTTOM

Report from Savannah, Ga., is to the effect that the good ship Runa rests on the bottom of the Atlantic Ocean off the North Carolina coast as the result of a storm, and with her are 4,573 barrels of rosin, 100 casks of turpentine and 2,000 bundles of handles. The ship was a small steamer and took on her cargo in Savannah. This is the first large loss of naval stores at sea for a long time.

RE-LOCATES STAVE PLANT

J. L. Gaskins, Jamestown, Ky., has moved his stave mill from Poplar Grove to the Damron Creek neighborhood. The plant manufactured more than 400,000 staves during the fall months.

COOPERAGE EXPORTS INCREASED DURING 1923

The total value of cooperage exported in November was \$784,367, against \$621,951 for November, 1922. For the first 11 months of 1923 the value of cooperage exports was \$8,562,348 against \$6,790,000 for the corresponding period of 1922.

November stave exports were 7,612,200, including 6,499,290 slack staves and 1,112,910 tight staves. Eleven months' stave exports were 58,593,641, against 42,513,540 for the first 11 months of 1922. The 11 months' 1923 and 1922 figures for slack staves were 40,800,133 and 28,049,847, and for tight staves 17,793,508 and 14,463,693. Figures showing the destination of each kind of staves are not compiled, but during the first 11 months of 1923 the exports of both kinds combined were principally as follows: Canada, 15,414,758; British West Indies, 14,651,449; Cuba, 10,361,545; France, 4,111,524; United Kingdom, 3,294,427; Mexico, 2,600,996; Spain, 2,528,605; Portugal, 1,287,931. In November heading exports were 148,554 sets, tight shoox exports were 98,948 sets, slack shoox exports were 130,514 sets and empties 11,403 in number. Comparing 11 months of 1923 with the same for 1922: Heading, 2,586,216 sets and 2,179,046 sets; tight shoox, 1,305,443 sets and 828,120 sets; slack shoox, 443,753 sets and 240,494 sets; empties, 277,453 and 489,537 in number.

PRESENT GREEK COOPERAGE MARKET

(Constil General W. L. Lowrie, Athens, Greece, November 24, 1923.)

In Greece cooperage materials are not imported direct by coopers. The number of the latter is considerable and the quantity used by each is correspondingly small. Orders are, therefore, combined by importing agents who buy on their own account.

Serbian and Rumanian oak appear to be cheaper at the present moment than American wood. The first named is said to be offered at 35 to 40 Turkish piastres per piece of 1.15 to 1.2 meter length and 12 to 14 c/m width c.i.f. (the present rates of exchange being 36.50 drachmas to the Turkish pound and 66.50 drachmas to the dollar).

C. I. F. prices of Rumanian oak are given as follows:

	Staves	Headings
50 c/m	.....Lei 20 per piece.....Lei 30 per piece	
60 c/m		
1 meter	.....Lei 25 per piece.....Lei 40 per piece	
1.10 meter		
1.20 meter	.....Lei 45 per piece.....Lei 55 per piece	
1.50 meter		
2 meter		
Width, 8 to 14 c/m	Width, 15 to 20 c/m	
	Thickness, 4 c/m	

The present rates of exchange are Drs. 30 per 100 Lei and Drs. 66.50 to the dollar.

It is asserted by experienced importers that American prices should be reduced at least 10 to 15 per cent. to become competitive.

CEMENT PLANT IN CHINA MAKES OWN BARRELS

The demand for woodworking machinery and equipment has increased considerably in Canton, China, during the past two years, according to Vice-consul Howard Bucknell, Jr., Canton, and is credited to the increasing cost of labor which is forcing producers to use labor-saving devices.

The largest consumers of this class of machinery are the government, in its arsenals and airdromes, and railway shops, which use hand saws, planers, tenoners and other special woodworking machinery. The local match works imported a number of circular, swinging, cut-off and hand saws, while the local cement plant, according to Mr. Bucknell, has in use a number of machines for barrel making.

CALIFORNIA LEADS IN GOLD PRODUCTION

Statistics of departments of the State administration confirm opinion of business leaders that 1923 has been a particularly good year.

The Bureau of Mines reports California has again taken the lead in gold production, Colorado being second. The yield is about \$14,000,000. Grass Valley is now the biggest gold camp in the United States and some fifteen prospects are being developed there.

Dairy products had a wholesale value of \$104,000,000 last year, an increase of more than \$7,000,000. Output of butter fat has reached 120,000,000 pounds, an increase of 15,000,000 pounds.

More new corporations were formed in California in 1923 than in any previous year. Charters were filed by 5,353 companies, an increase of 1,058.

BUFFALO COOPERAGE MARKET

The annual convention of the National Canners' Association and of allied industries opened at the Hotel Statler in this city on January 21st. The attendance was large, and the interest of the occasion was keen, in spite of the fact that the weatherman provided the most severe weather on record for the opening day of the meeting, the thermometer going to seven degrees below zero, with a gale accompanying.

One of the organizations holding a convention was the National Kraut Packers' Association, its program being as follows:

Address—"The Quality Market," Earle W. Bachman, Chicago.

Address—"Sauer Kraut Campaign Up to Date," R. J. Mooney, president, Conover, Mooney Co., Chicago.

Report of secretary-treasurer.

Address—"New Developments of the Sauer Kraut Proposition," William Clendenin, Chicago.

Presentation of advertising campaign for 1924-25.

Round Table Talks—On cabbage seed, acreage, grading.

Many brokers from the leading cities of the country attended the convention and met some of the large manufacturers of sauer kraut, vinegar and other food products. The convention was one of the largest held here in a long time, and the attendants came from as far away as the Pacific Coast, which had a large delegation.

The Wooden Barrel and the Vinegar Trade

A member of the vinegar trade said the other day that there is some talk about future requirements in barrels, but that the manufacturers of the latter were not inclined to make firm prices. Some feel that if contracts are made they will want cash or pretty good figures, because of the poor business done by vinegar manufacturers last year. In other words, there will be a disposition to look particularly into customers' credits.

Slack Trade Is Enjoying Fairly Good Business Run

The slack coopers have done a fairly good business for the past few weeks, but the demand for flour barrels has now dropped off. The export business in flour has been curtailed by the unsatisfactory exchange situation. There is hope that this will improve within a short time, as the result of the commission now looking into the matter abroad. Complaint has been made for some weeks past as to the poor volume of domestic trade in flour.

The Slack Stock Market

But little change in prices of slack cooperage material has taken place in the past month—if anything, prices are firmer. It would not be surprising if they went higher, because the real demand from coopers has not yet started. Another reason for higher prices is that yellow pine prices have lately gone up \$2 or more, and prospects are that much lumber will be wanted in the spring.

Will Refund Cider Tax

Sweet cider is not a soft drink, according to the courts, and therefore cider manufacturers will get a rebate on taxes to the extent of 10 per cent. of sales. The United States Court of Appeals lately handed down a decision at Boston in a tax refund action brought by former Senator W. W. Armstrong, of Rochester, N. Y., and the amount to be related to cider manufacturers is said to be approximately \$300,000.

Personal and Trade Notes

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., has been elected vice-president of the Citizens' Safe Deposit Co., of Buffalo.

William Ament, who is engaged in the cooperage and lumber business at Seaford, Ont., was a visitor to this city recently, looking after supplies of coal.

The Quaker City Cooperage Co. reports a pretty fair demand for barrels during the past month, though there has been some dullness in the export barrel trade.

William J. McKibbin, sales manager of the Hecker-Jones-Jewell Milling Co., gave an address to a convention of feed dealers the other day on "The Flour Mill Industry of Buffalo." He gave figures showing the

flour output, which he said would be increased this year by 11,500 barrels as the result of the building of two more mills. He enumerated the natural and commercial advantages of the city, and said that no other city received as good a supply of empty cars.

GOVERNMENT CHEMISTS WORK TO STOP MANY BIG CROP LOSSES

One of the great general problems faced by the United States Department of Agriculture and by State experiment stations is the curtailing of losses of crops through deterioration before they can be marketed or consumed. The prevention of such wastes, brought about by the agency of micro-organisms, insects, fire, water and other destructive agencies, is to a large extent a problem for the agricultural chemist. "This problem," says Dr. C. A. Browne, chief of the Bureau of Chemistry, "is equal in importance to that of the utilization of waste."

Nearly all crops are subject to loss through deterioration. In an address to the Institute of Chemical Engineers, Doctor Browne called attention to a number of the more important ones. The losses to the sugar industry from deterioration of the harvested crop between field and factory, or from deterioration of the raw sugar between factory and refinery, amount each year to many millions of dollars. The same is true of many other agricultural commodities. The department has numerous projects under way in the field of loss prevention; among these may be mentioned the checking of the deterioration of paper and leather, improvements in dehydration and other methods for reducing the spoilage of foods, the prevention of dust explosions, and the proofing of fabrics against damage by water, mildew and fire.

A large number of unsolved chemical problems relate to this subject of loss prevention, according to Doctor Browne. The agricultural interests of the country suffer millions of dollars worth of damage each year from spontaneous combustion, but the chemical mechanism by which a mow of hay or a car of stock feed catches fire is not as yet explained. Less spectacular, but more generally destructive, is the deteriorative effect of atmospheric oxygen upon butter, paper, lard, leather and other commodities.

MOSS USED IN FIRE STUDIES

Throughout the Douglas fir regions of the northwest is found a heavy gray moss, which grows upon the forest trees and which, when well dried and ignited, burns exceedingly rapid, states the Forest Service, United States Department of Agriculture.

Upon the amount of moisture that this moss contains depends to some extent, therefore, the safety or peril of these forests. The Wind River Forest Experiment Station, at Stahler, Wash., has devoted considerable attention lately to the absorbent qualities of this moss. Individual strands have been used to replace the hair ordinarily used in the hygrometer, or moisture indicator, used to test air moisture. The results show as delicate a response to humidity fluctuations as when the standard hair is used. A quantity of the moss placed on a balance with a pen arm attached records relative humidities as satisfactorily as a humidity curve pen.

The studies illustrate the very immediate response of inflammable material in the forest to moisture changes in the air, and at the same time show the great need for close observation of moisture conditions in the forest to aid in determining the approach of such exceptional dryness as is responsible for the present tremendous fire losses.

JOHN W. VAIL

John W. Vail, Decatur, Ind., prominent stave and egg crate manufacturer, died at his home on December 19th. Death was due to heart failure. Mr. Vail established the Decatur Egg Case Co., in 1898, and in 1911 he erected a large hoop factory, which is now one of the leading industries in Decatur. Mr. Vail was also interested in the Cardwell Stave Co., which company owns thousands of acres of land in Missouri and Louisiana, has its own railroad on the land and manufactures staves and egg cases. The deceased is survived by his wife, three sons, four brothers and two sisters.

PROTECTING AMERICAN RAW MATERIALS FROM FOREIGN COMBINATIONS

Notice given by the American Government of its intention to thoroughly investigate the activities of foreign combinations controlling raw materials of vital need to American industry and for which our manufacturers are predominantly dependent on imports, has resulted in stemming the tide of advancing prices, according to the annual report of Secretary of Commerce Hoover for the past fiscal year, which will be made public shortly in accordance with the law.

In discussing the situation, Secretary Hoover says: "There are a number of necessary raw materials for the supply of which we are predominantly dependent on imports from foreign countries. Possibly as a result of the war, but more particularly during the past 18 months, there has been a growing tendency for producers of these commodities to combine in control of prices as against the American market. This is particularly the case in nitrates, tanning extracts, quinine, rubber, sisal, tin, cork, mercury, tungsten and various minor minerals."

"The effect of these price combinations in the consequent higher cost to American consumers presents a most serious problem," Secretary Hoover declares, pointing out that while we are vigorous in control of price combinations in respect to our own industries, we are, of course, powerless to reach these foreign combinations through our anti-trust laws.

"Under authority of Congress, the secretary's report says, an exhaustive examination of such combinations was undertaken by the department before the close of the fiscal year to determine—first, the character and extent of the combinations themselves; second, whether alternative sources of these raw materials could be stimulated, and therefore natural competition induced; third, what relief could be obtained by stimulation of synthetic or substitute materials within our own borders, and, fourth, what protective or retaliatory legislation could be undertaken."

CZECHOSLOVAK STAVE TRADE

At present the import of staves and shooks into Czechoslovakia is much below normal. In the last year or two the principal imports have come from Poland; practically nothing of this character has come from the United States since the war, owing principally to the non-competitive prices of the American products in the local market. Prior to the war, it is stated, important quantities of staves were imported from the United States. As prices became adjusted it seems likely that this trade can be slowly regained, so says Commercial Attache H. Lawrence Groves, Prague, writing under date of December 5th.

APPLE BARREL MACHINERY IN OPERATION AT NEW YORK HORTICULTURAL MEETING

Field representative A. C. Hughes reports interestingly on the two meetings attended in January as follows:

"Attended the annual New York State Horticultural Society meeting, which was held on January 15th-18th, at Edgerton Park, Rochester, N. Y.

"Equipment industries filled two large buildings with exhibits, which included a display of barrels by our Trade Extension Department and by two other cooperage concerns. A complete set of apple barrel cooperage machinery was in operation and apple barrels were made during the progress of the exposition. The attendance was very large. Much interest was taken by growers in barrel prices for the coming season. Our literature was freely distributed and taken away for future reference."

Fruit Growers Satisfied With 1923 Apple Barrel and Stock Service

"Attended by invitation the annual meeting of the Maryland State Horticultural Society in Baltimore.

"Distributed literature and conversed with many patronizers of our members about cooperage requirements for the coming season.

"General satisfaction at the service and quality of fruit barrels supplied last season was expressed by fruit growers. Our membership list is now well known in that section. Received assurance of patronage as the season advances."

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FOR SALE:

- 1 Oram Chipper, with 2 knives; catalog p. 36.
- 1 No. 26 Holmes Chipper.
- 1 No. 24 Holmes Dish Stave Jointer.
- 1 Oram Double Wheel Jointer, similar to catalog page 24.
- 1 Oram Heading Rounder, page 42.
- 1 Glader, Chicago Bush Machine (heavy duty).
- 3 Oram Large Size Hoopers.
- 1 National Milwaukee Blower Exhaust Fan (large size).
- 1 Holmes Knife Grinder.
- 1 Diamond Knife Grinder.
- 1 Large Gerlach Bolt Saw.
- 2 No. 70 Bung and Bush Machines.
- 1 No. 15 Holmes Crozer.
- 1 Glader (heavy duty) Double Punch Machine.
- 1 No. 23 Holmes Stave Hollower.
- 1 No. 24 Holmes 24" Heading Planer.
- 2 No. 19 Holmes Heading Rounders.
- 1 No. 6 Holmes Equalizer.
- 1 No. 55 Holmes Stave Bender.
- 1 No. 17 1/2 Holmes Heading Jointer and Doweler.
- 1 No. 34 Holmes Riveter.
- 2 Pflueger Portland Bush Machines.
- 3 Oram Post Borer and Bush Machines.
- 1 No. 21 Holmes Dowel Pin-Making Machine.
- 1 No. 110 Holmes Double Spindle Boring and Bush Machine.
- 1 No. 16 Holmes Keg Turning Lathe.
- 1 No. 18 Holmes Heading Planer.

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Milwaukee, Wisconsin.

COMPLETE STAVE AND HEADING OUTFITS

Used machinery rebuilt by experts, production guaranteed.

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Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney.
Planers, Oram, Dreadnaught, Gerlach.
Jointers, Oram, Gerlach, foot power.
Cutters, Greenwood No. 3 and No. 4.
Crozers, Oram, Gerlach, Holmes.
Presses, Wayne, Hoosier.

HEADING

Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
Turners, Greenwood, Trevor, Gerlach, Oram, Rochester.
Jointers, Greenwood, Trevor, Oram, Rochester.

Presses, Noble, Greenwood.

MISCELLANEOUS

Knife Grinders, Noble, Defiance.
Cooper tools, truss hoops and all kinds of barrel building machinery.

NOBLE MACHINE COMPANY,
Fort Wayne, Ind.

FOR SALE—

Holmes No. 48 hoop driver.
Brady double-end trusser.
St. Joe Stapling machine.
Toledo hoop welding outfit.
Bliss hoop-forming machine.
60-inch Greenwood heading jointer.
Greenwood power-feed heading jointer.
Greenwood power-feed heading bolter.
Whitney 20-inch stave saw.
Oram double-wheel stave jointer.

All machines guaranteed.

WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

FOR SALE:

One Greenwood single stave chamfering and crozing machine.
One Greenwood stave equalizer for 24-inch staves.
Five Widdowson 32-inch knife jointing machines.
One Widdowson 26-inch knife jointing machine.
One Gerlach double-wheel, 46-inch stave jointing machine.
Address TREXLER COOPERAGE COMPANY, Allentown, Pa.

MACHINERY FOR SALE

SLACK BARREL MACHINERY—FOR SALE CHEAP

Complete set of machines—motor and equipment—for manufacturing slack barrels and shooks. Strictly first-class and in A-1 condition. Detailed list and full information furnished on request.

CRESCENT COOPERAGE CO., INC.
822 Perdido Street
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FOR SALE

REBUILT STAVE AND HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.

ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave
and Heading Machinery,
Rochester, N. Y.

FOR SALE—Real bargain, with easy terms; full equipment of barrel machinery for manufacturing tight barrels of 5-gallon to 145-gallon capacity, complete and in good condition, with all supplies. Address "EQUIPMENT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—Two stave rigs, complete with 26-inch Whitney cylinder saws. Will sell all or any part. Address BOX 37, Alderson, W. Va.

FOR SALE—Beer barrel hoop driving machine. Address HUGH O'DONNELL, INC., Meadow and Snyder Avenues, Philadelphia, Pa.

FOR SALE—Splendid slack stave sawing outfit. Address HARLAN STAVE CO., Stanardsville, Va.

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WANTED—The following second-hand barrel and keg machinery:

One barrel and one keg setting-up form.
One barrel and keg heater.
One combination trussing machine for barrels and kegs.

One latest improved crozer, howling and chamfering machine.

Chuckings for sizes from five to fifty-gallon packages.

One late-type heading-up machine.

One sanding machine for kegs and barrels.

One combined hooping machine for barrels and kegs.

One bung-boring machine.

One combined punching, flaring and shearing machine.

One riveter.

Assorted sizes of iron truss hoops from five to fifty gallons.

All machines must be in perfect condition and ready for use. State prices, type or model, manufacturer's make and how soon delivery can be made. Address "PROMPT," care "The National Coopers' Journal," Philadelphia, Pa.

WANTED—For slack barrels, a chamfer and crozer to take 34" staves and 24" heading; also steel trusses for same. THREE WAY BARREL WORKS, Mound City, Ill.

WANTED—A No. 47 1/2 E. & B. Holmes Tight Barrel Hoop Driver. Address C. HEIDT & SON, INC., Jersey City, N. J.

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FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.

Tanks—300 to 18,000 gallon capacity.
Casks—85 to 6,000 gallon capacity.
Vats and tubs—275 to 4,000 gallon capacity.

Write for detailed list, prices and dimensions. Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—We have about two cars of 100-pound nail kegs: A No. 1 condition; without heads; will sell cheap. BRUECKMANN COOPERAGE COMPANY, 2415 S. Third Street, St. Louis, Mo.

HELP WANTED

WANTED—A first-class man as superintendent of a tight cooperage plant with a four hundred barrel daily capacity. Give full particulars in first letter. Address "FIRST-CLASS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—TIMBER LAND

We have forty-three thousand acres of timber land for sale and will sell all or any part of same. Tract consists of young growth pine and will cut eight to ten cords per acre. Located in Alabama. Address TREDAWAY COOPERAGE CO., INC., Jacksonville, Ala.

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousas, La.

BUSINESS OPPORTUNITIES

WANTED—A slack stave and heading mill to run on contract or commission basis. Have had 26 years' experience and can give best of reference. Will go anywhere. Address "CONTRACT," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To hear from cooperage plants nearest to the New England district that have quantity production on wine barrels, 5 to 50 gallons. Address "QUANTITY," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—To purchase staves for some good cooperage company. Have had fifteen years' experience and can give best of references. Address "STAVES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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Fully equipped plant for manufacturing slack barrels and shooks. First-class machinery, in A-1 condition; capacity 1,000 to 1,500 barrels per day. Centrally located in New Orleans, with good switch track facilities. Favorable lease. Full information on request.

CRESCENT COOPERAGE CO., INC.
822 Perdido Street
New Orleans, La.

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FOR SALE—The plant, machinery, timber and other property rights of the McGeehe, McCracken Veneer Company, Livingston, Ala. Plant covers ten acres of land which are owned by the company and is situated on the railroad right in the town of Livingston. Plant is operating and can be inspected at any time. For full particulars address MONETTE, TAYLOR & DOZIER, Trustees, Box 2511, Birmingham, Ala., or J. A. MITCHELL, Livingston, Ala.

FOR SALE—My entire holdings, which consist of 55 per cent. of the common stock of an old-established concern—manufacturers of and dealers in barrels, boxes and crates. Every department is working at its full capacity; output between \$20,000.00 and \$25,000.00 per month. Factory and yards, located in northern Ohio, cover about four acres of ground and are located on the New York Central Railway.

Address "FACTORY," care "The National Coopers' Journal," Philadelphia, Pa.

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Completely equipped saw, stave, hoop and heading mill, with all modern machinery. Plenty of timber available. Good market and well established for product.

Situated on two railroads and water transportation. Suitable terms can be arranged.

Address "MODERN," care "The National Coopers' Journal," Philadelphia.

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WANTED—Position as slack barrel machine foreman; have had 20 years' experience and can give good references. Address "FOREMAN," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

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WANTED—Fifteen cars of 14" to 30" wine or mill run white oak cut-off staves.
Ten cars of 18" to 30" red oak cut-off staves.
Eight cars of 11" to 18" mill run white oak cut-off heading.
Eight cars of 11" to 18" red oak cut-off heading.
Two hundred thousand 22" white oak oil heading.
Two hundred thousand 22" red oak oil heading.
Two hundred thousand 36" gum staves.

LOUISVILLE COOPERAGE CO.,
Louisville, Ky.

SECOND-HAND BARRELS WANTED

WANTED—We are in the market to buy any quantity of second-hand single-head tar barrels. Address PERTH AMBOY BARREL CO., 1049 State Street, Perth Amboy, N. J.

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NEW BARRELS WANTED

WANTED—Two cars of six-hoop red oak lard tierces. Address SCHAFFNER BROS. CO., Erie, Pa.

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WANTED—Two stave cutters at North Stratford, N. H. Apply by letter or in person. NEW HAMPSHIRE STAVE AND HEADING MILL, 17 Wall Street, New York.

A. L. POESSEL & COMPANY

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Cooperage Stock

Staves-Hoops-Heading

Quotations Cheerfully Made

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READY

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STAVES, HOOPS
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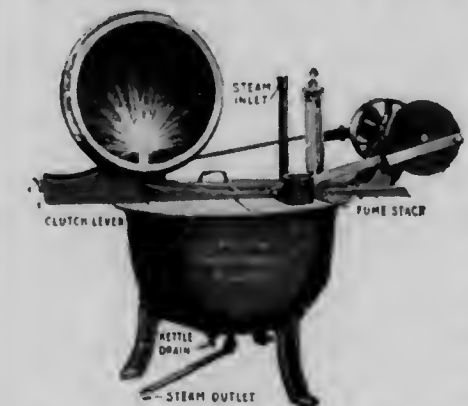
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2nd HAND MACHINES

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YOU MAY WANT TO TURN
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For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. Capacity as fast as the men can handle the cooperage.

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PLANTS—Quitman, Ga., and Loughridge, Fla.
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YOU WILL LIKE THEM—WRITE US NOW**TREXLER COOPERAGE CO.**
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COILED ELM HOOPSWe are prepared at all times to make prompt shipment
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Write us NOW!

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Successor to C. L. FRANTZ**BUTT FLAG
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From WHITE OAK, RED OAK, ASH and GUM

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TIGHT AND SLACK BARRELSOur new plant location gives us a storage space for 20,000
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Shorts 24" to 30" long

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CASK or BARREL PLUGS and WORM-HOLE PEGS**Write for prices on Bung-borers, Cooper's hoop-drivers, hammers,
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Hoop Nails Hoop Staples Hoop Fasteners

Bright, Blued, Coppered or Galvanized

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All kinds of Cut-Offs and all kinds of Hand-
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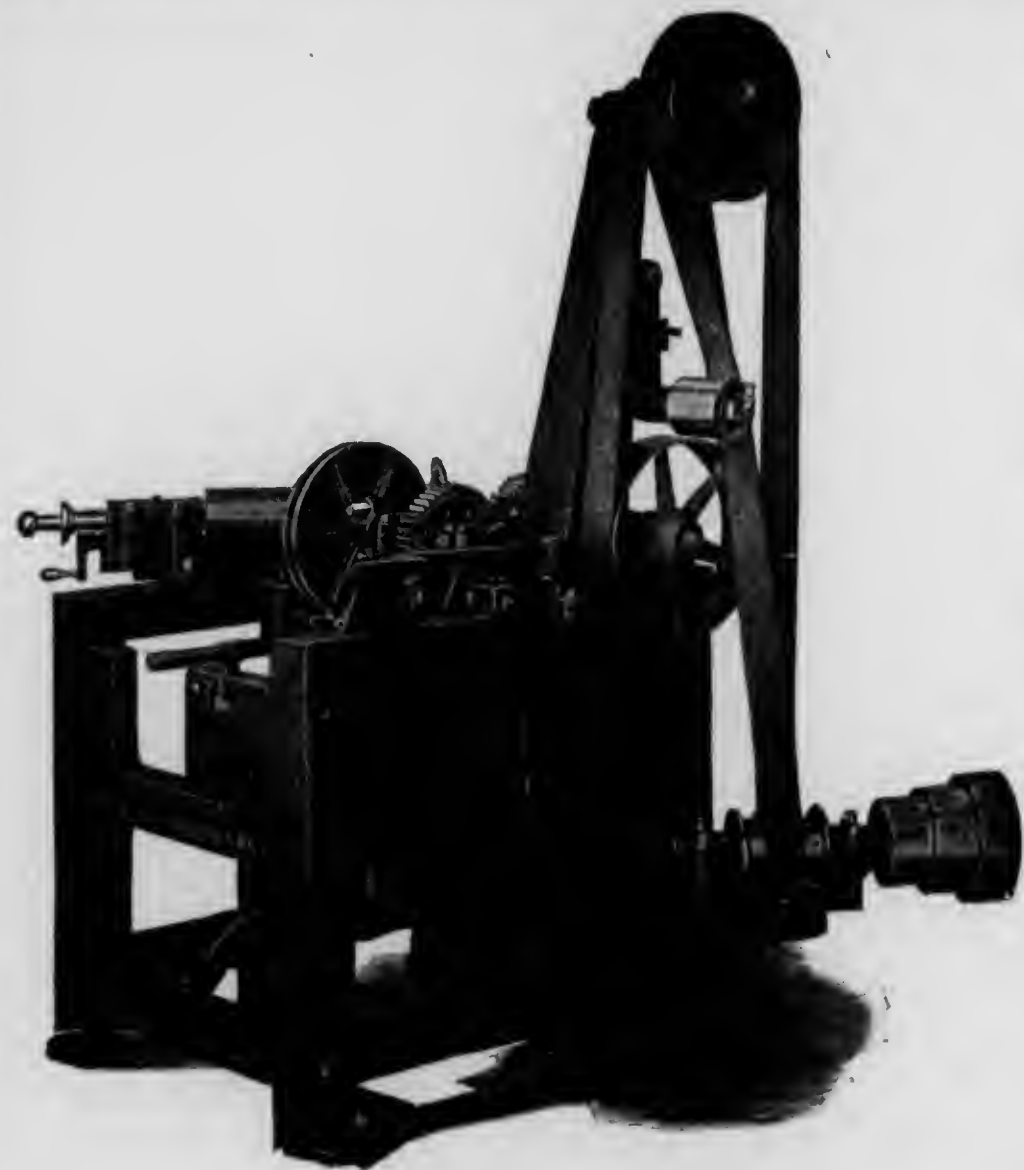
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A new design machine of extremely strong and rigid construction especially adapted for cutting hardwood staves and also crozed and chamfered staves. Write for particulars.

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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 39

Published the First of Each Month.
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Philadelphia, March, 1924

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Drives the hoops on oil, vinegar and similar barrels.

Does twice the work of a screw machine.

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With a good log supply, perfect, kiln-drying system and fine railroad facilities, we are equipped to render

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Tight and Slack Cooperage Stock Barrels, Kegs and Tubs, ready to set up into non-leaking packages of 5 to 120 gallons liquid capacity, or for semi-liquid and dry materials up to 900 pounds weight. We manufacture machinery for sawing, jointing, planing and crossing, staves; for sawing, jointing, dowsing, planing and circling heading.

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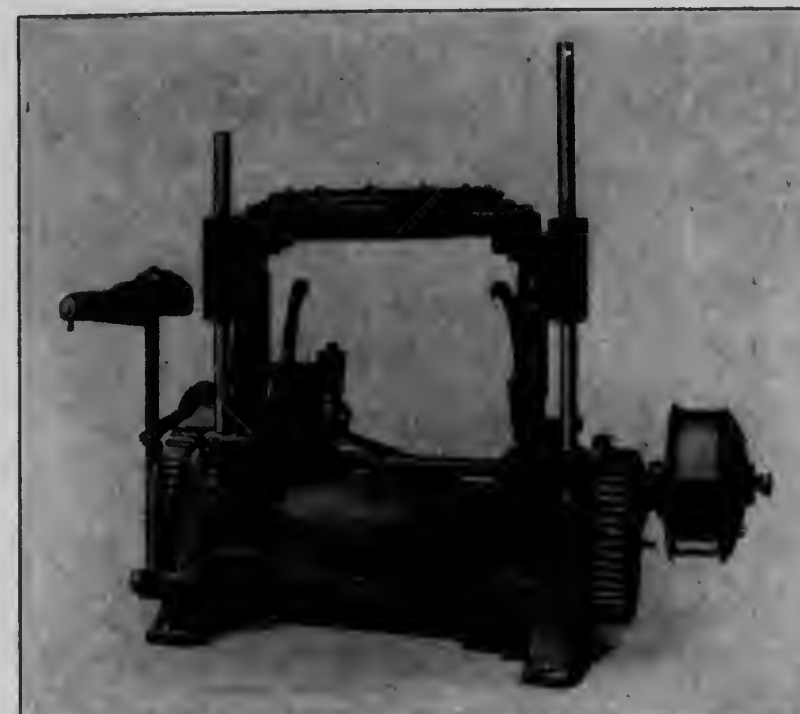
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Speed-Durability-Efficiency

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FOR TIGHT BARRELS

Operates with

MINIMUM OF POWER and MAXIMUM OF EFFICIENCY

Handles packages from 5 to 55 gallons capacity. Machine delivered with one head—also optional with purchaser. Additional sizes furnished at nominal cost. Head changes made in 10 minutes.

Capacity, 700 to 1000 barrels daily

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Stock Guaranteed

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means PINE HEADING
properly made from
Southern Pine by men
who know how

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Any size Heading from 12 inches to 24 inches



The highest point in machine efficiency is the
"Perfection" Heading-up Machine
for heading-up and hooping off all classes of slack cooperage. Repeat orders and the successful operation of every machine sold in various parts of the country, is our history to date.

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The Latest Improved Machinery

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Complete Plants
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The National Coopers' Journal

THIRTY-NINTH
YEAR

PHILADELPHIA, MARCH, 1924

\$2.00 PER YEAR
VOL. XXXIX, No. 11.

New Orleans Reports Wooden Barrel Is Only Con- tainer for Asphalt. "Quality" Barrel Must Be Supplied Oil Trade To Hold Business

Most of the cooperage work now being done in this section is in the tight line. There is some activity in the cottonseed products business, making considerable demand for oil and lard barrels, tierces, halves and kegs. Of course, there are a great many tin cans and buckets being used, for the benefit of those who are willing to pay the extra price without receiving any extra benefits, but still cooperage seems to be holding its own pretty well among the lard people.

The trade in molasses and syrup barrels and halves is much smaller than it should be, but still there is some demand. In fact, the coopers seem to be supplying all the packages the syrup people use for certain lines. In many grocery stores the molasses barrel remains, as it long has been, an established institution, while other dealers handle only the canned article. Still, syrup is generally handled in barrels before it gets into the little tin cans for the ultimate consumer, and there is no competition to be feared from tin barrels. Barrels for molasses and syrup are always made of wood; usually, nowadays, of gum.

Fruit Juices Call for High-Grade Tight Barrels

There is practically no kraut made in this section, and no cider, and the pickle barrel season is over, but there are a great many high-grade tight barrels being used for fruit juices and extracts of various kinds, to supply the makers of soft drinks. The soft drink establishments supply the second-hand trade with a good many used tight barrels.

The Wooden vs. the Steel Drum in the Oil Field

The wooden barrel is still popular for holding the various grades of lubricating oils, though kerosene is generally, and gasoline almost always, carried in some form of steel drum. The shippers are welcome to the drums for gasoline, as no coopers here would care to make barrels for that purpose. About the tightest barrels the coopers care to produce are for turpentine, and there is still some trade in packages of this kind.

The Wooden Barrel in the Denatured Alcohol Trade

As a container for denatured alcohol, the wooden barrel is still competing successfully with the steel drum, the honors being about even. The number of barrels used here by distillers is considerable, larger in fact, than ever before, though this is not much help to our city cooper shops.

Wooden Barrel Only Container for Asphalt

For certain uses the steel drum is a good thing, but even in the petroleum industry its high price is prohibitive for certain products. For instance, it can not be used for asphalt, as its cost would be too great for the value of the contents. The tin barrel has never been anything but a pitiful substitute, a failure and a nuisance, and it is not to be considered by men of experience. The only container for asphalt, then, is the wooden barrel, but it must be a good one, made of carefully selected materials, or it will not hold up. The greatest enemies of the asphalt barrel trade have been the coopers who have tried to supply this trade without knowing its requirements.

Asphalt Trade Calls for Real Cooperage

The foreign trade in asphalt has been very slack lately, but it now shows signs of reviving. This trade will not accept tin barrels, but calls for a real cooperage package, and some oil refiners try to avoid the export business because it is so hard to get the right kind of packages.

"Quality" Barrel the Only Kind That Will Hold the Oil Trade

When you offer barrels to an oil refinery they always have an answer ready for you—"We have tried wooden barrels, and they will not hold up." This answer is based on unpleasant experiences, and you will never get an order until you have shown that you can furnish

barrels that are better than they have used in the past. You must show them. This seems a bit trying, but, after all, is not a bad way to do business, and should be a warning to men, who do not know how, that they must keep out.

Second-Hand Trade Helps Industry

The second-hand trade in tight barrels is about as good as it ever was and, while it makes no demand on the market for stock, it employs some repair men and helps keep the shops open.

Slack Barrel Trade Is Quiet

The slack barrel trade is very quiet; quieter, in fact, than it has been for many years in the latter part of winter and early spring. Most of the shops have good supplies of barrels on hand, for which there is little demand, and no prospects of any large demand at any early date, and slack barrels in storage deteriorate rapidly in this climate, so, when trade does open up, these barrels on hand will require so much re-coopering that they will be sold at a loss.

Cold Weather Playing Havoc with Early Vegetable Crops Effects Barrel Demand

Experts have published estimates of the percentage of loss caused by the series of unusual freezes, to various fruit crops, but they have not given out any statistics on the losses of early vegetables. They have simply called the early vegetable crop a total loss, and let it go at that. This is not quite literally correct, for there are still a few vegetables being shipped, though the number of barrels being used for this purpose is insignificant.

Growers Philosophically Pocket Loss and Prepare for Next Season

The loss of their early crops was a terrible blow to the gardeners, but they are working hard to raise late crops, and, when these are harvested, will prepare to plant a larger acreage of early vegetables next season than ever before. They know that during the winter months there is always some danger here of frosts and freezes, but are safe in believing that a freeze as destructive as this last winter's may not come again for a generation. They have philosophically pocketed their loss and are going ahead as best they can, and nothing remains for the makers of vegetable barrels but to do the same.

Cane Growers and Sugar Makers Will Also Try Again
The cane growers and smaller sugar makers are in much the same state as the gardeners. The last season was a losing one for them, and all they can do is to try it over again.

Cooperage Stock Manufacturers Should Not Ignore Sugar Mills

In former times it was customary for cooperage stock salesmen to get in touch with the sugar people during March and April and try to book their orders for their barrel requirements for the coming crop. Now, however, there is a tendency to look upon the barrel trade among the plantation sugar mills as hopelessly dead.

Must Look Ahead

Taking this attitude is a serious mistake. The country sugar mills fell down on their barrel orders this season through no fault of their own. With good crops and fair business conditions they would have used large quantities of barrels this season, and if the next crop is good and business conditions permit, they will certainly need large numbers of packages next fall and winter. These packages should be barrels, but it is too much to expect that the sugar men will go past the vendors of substitute packages and hunt up the cooperage stock man. Even if the sugar men have lost out this one year they should be occasionally reminded of the advantages of using barrels.

Sugar Refineries Are Buying Stock

The large refineries, after resting up for a time, are again at work and are buying stock and making their own barrels. This is a large business and may be taken as proof positive that the foremost sugar men of the country recognize the value of the barrel, and that the smaller mills, when they again get into operation, will have to use barrels if they make the better grades of sugar.

Coopers Will Re-Coup

The gardeners declare that they have lost out this season, but that they will make it up the next, and there is no reason to doubt that the coopers could do the same.

Mill Stocks Rather Low

Stocks at the mills in this section are rather low on account of bad weather and, in spite of the apparent slight demand, prices are said to be stiffening.

As to Export Trade

Shipments of tight stock to Europe are small and, considering the monetary situation on the other side, are likely to soon reach the vanishing point.

Cooperage Shipments to Mexico Are Increasing

Exports to Mexico, after having been stopped by revolutions and blockades, are now in somewhat greater volume, not very large, but growing, and with an exceedingly favorable outlook. Prices are said to be satisfactory, and as most Mexican users of cooperage stock have offices in this city, collections are all that could be desired, which is more than can be said of the trade in some other countries.

TURPENTINE AND RESIN YIELDS BY TREE DIAMETERS

Plans for studies on turpentine and resin yields based on trees of known diameters are perfected by the Bureau of Chemistry and the Forest Service, both bureaus of the United States Department of Agriculture, according to announcement of the latter. George P. Shingler, Jr., of the Bureau of Chemistry, who has just finished some preliminary work with the Southern Forest Experiment Station, has arranged to distill next season a quantity of the experiment station's crude gum, secured from trees under observation by the latter and of which they possess full data. On its own tracts of timber at Starke, Fla., the experiment station has during the season placed 28 to 30 streaks. Labor shortage has prevented a number of private owners in the neighborhood from going beyond 16 to 22 streaks during the season.

SEES FREIGHT-GLUT DANGER

Lack of adequate transportation facilities in this country may compel freight traffic to go on a selective priority basis this year if there is any great increase in production, John W. Gorry, assistant to the president of the National Transportation Institute, declared February 19th, in an address before the Illinois Lumber Merchants' Association, convening in Chicago, Ill.

"Railroads," he said, "have been operating at peak capacity and will be unable to handle all of the freight offered should there be any great increase. A co-ordinated transportation policy, with provision for making railways, waterways and highways all available for transport was suggested."

NEW LINSEED OIL PLANT

A plant for production of linseed oil is under erection in Portland, Oregon, by the Northwest Linseed Oil Company. Most of the raw material will be brought from the Orient. Only a small part of linseed oil used in the Pacific coast and mountain States is manufactured on the Pacific coast.

PEAT DISCOVERY IN FLORIDA

What is considered an important discovery, and one that may free American farmers to a large degree from their dependence upon the nitrate beds of Chile for fertilizer supply, has been made near Fellsmere, Fla., reports the Chamber of Commerce there.

READERS' VIEWS AND COMMENTS

An open forum for our readers

THIS DEPARTMENT IS OPEN FOR TRADE VIEWS AND COMMENTS, EXPRESSION OF OPINIONS, DISCUSSION OF ARTICLES AND OTHER TOPICS OF GENERAL AND SPECIFIC INTEREST TO THE COOPERAGE INDUSTRY. ALL ARE INVITED TO USE IT FREELY.

O. L. BARTLETT SPEAKS ON THE COILED ELM HOOP QUESTION

MOUND CITY, ILL., February 6, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Within late years a great deal of criticism has been made by the slack cooperage trade against the coiled hoop manufacturers, mainly because of the wide fluctuation of prices that producers were demanding for hoops, also because of the higher prices asked, as compared to former years. There are some vital reasons for this condition that the trade is not aware of. Therefore, as one of the few oldest manufacturers, I take this occasion to make a few comparisons and explanations for the consideration of all interested.

Taking 6-inch hoops as a basis, over 30 years ago I paid for choice elm logs \$7 to \$9 per thousand feet, delivered at the mill, and sold 6-foot hoops for \$5.75 to \$6.25 per thousand f.o.b. mill, and at a profit. The average yield of the average mill at that time, as now, cut from 3,800 to 4,200 hoops per thousand feet of logs, including lengths of 3 feet 8 inches, 4 feet 4 inches, 5 feet, 5 feet 6 inches, and 6 feet. At that time the percentage of shorts (that is, 5 feet and under) averaged from 25 to 30 per cent. cut of the log, the shorts then selling at an average price of \$4.50 per thousand. The manufacturer of coiled hoops was the leading buyer for most of the elm sold at that time.

Now, by comparison, we must take the following facts into consideration: That the average cost per thousand feet of elm logs, of average quality, delivered to the average manufacturer of hoops, will cost \$33 to \$40 per thousand feet at the mill, and the manufacturer received for 6-foot hoops \$16 to \$19 per thousand. For the shorts, of lengths above mentioned, an average price of \$7 per thousand, with average yield per average mill of 3,800 to 4,200, 3 feet 8 inches to 6 feet, inclusive, per thousand feet of logs. But, by reason of having to buy a more inferior grade of logs, the percentage of shorts now run, with the average mill, from 33 to 38 per cent. Furthermore, it is a well-known fact that the cost of labor and overhead is about 100 per cent. greater now than a decade ago.

It is also well known that there are far fewer hoops used now than in former years, and with the greater demand at this time running only, say, for five months of the year, any one will easily comprehend that the higher prices obtained now for hoops, with the prevailing irregular demand, makes it very difficult indeed to stabilize prices, as the trade might wish.

This condition may, however, be accounted for in a very great measure, by the automobile trade coming into the market at irregular intervals throughout the season and paying all kinds of prices for elm logs, which, of course, the hoop manufacturer must meet or discontinue operations, and it frequently happens that manufacturers will turn their cut of logs into lumber, rather than take chances of getting prices for hoops that will not yield a fair profit for their turn-over. And along this line, with trade in cooperage very irregular, the manufacturers who do try to carry a stock of hoops through the dull period will find themselves with a few cars of what the trade has now come to call "distressed stock," which must move, and then the devil bird is to be paid, in the first swing of the pendulum, so to speak, in that the manufacturer frequently receives less than cost of production for the hoops manufactured, and on the other swing he is to be paid by the manufacturer of hoops stopping production until hoops have gone to the higher extreme in prices.

Referring to the swing of prices from the extreme low to the excessive high, the trade will remember that during the latter part of 1922, 6-foot hoops sold as low as \$12 and \$13 per thousand at the mills, which, as has been explained, is considerably below cost of production. Consequently, around 40 per cent. of the mills discontinued operation, and, of course, purchased no logs during the fall months, with the result that last spring 6-foot hoops were virtually unavailable, and sold above \$30 at the mills, at a time when no logs could be had to take care of the season's demand, though as soon as logging could possibly be resumed the demand was quickly taken care of. Then what followed?

As early as October last, and during the best part of the logging season, 6-foot hoops dropped in price to \$13 or \$14, and as before the mills quit and laid in no logs. What is the result at this time? Why, just such as you might expect—a short supply of logs, and 6-foot hoops now selling at \$20 and better at the mills, with prices going still higher.

One of the best remedies for this situation, it seems to me, in bringing about a more stable condition, is that the jobbers of cooperage stock, and the consumers as well, should see that it would be to the advantage of all concerned to buy liberally during the slack period, when hoops could be had at medium prices. This would, in a very great measure, place all in line for a reasonable profit on their investment, and the users of the barrel could make more definite plans for securing their requirements, and be assured of ample supply at all times, thereby bringing about a more friendly feeling between the barrel user and the manufacturer of coiled hoops.

Block the low, and there can be no high.

Yours very truly,

O. L. BARTLETT.

THE PINE HEADING SITUATION AS SEEN BY S. P. McDONALD

SYLACAUGA, ALA., February 5, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

The facts and conditions of any situation have to be met, and the sooner they are known, the better for those affected and for those interested in heading. We believe it best for them to realize that a material advance in the price of heading is now occurring, for the following reasons:

Weather conditions are reducing production, as it retards logging and kiln drying, and this help by colds and grippe, increases overhead.

Grain and feed stuffs are advancing, other industries are showing more life and becoming more competitive. As to labor, in a few weeks road contractors and agriculturists will be seeking labor.

The lumber market is active and advancing, and constantly endeavoring to buy every pine tree. They are better organized than heading mills and can pay more for timber.

The small tractor saw mills, usually operated by men without experience, are advancing the price of timber and destroying raw material.

Each day a mill operates it does, to that degree, retire itself from business by consuming its raw material.

With these facts, together with the general business conditions of the country, we feel that the sooner that all factors of the heading industry realize them, the better it will be for each and that prices should now be predicated upon existing conditions and those just a few steps ahead.

In view of these conditions, it is our judgment 17½-inch pine heading will necessarily command ten cents and better at the mill in the near future.

Yours very truly,

EMPIRE LUMBER COMPANY,
S. P. McDONALD, President.

"JOURNAL" SERVICE IS QUICK, EFFICIENT AND DEPENDABLE, SAYS THEODORE G. SIEGFRIED

PORT ANGELES, WASH., February 10, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We certainly wish to thank you for your promptness, courtesy and favor as rendered by assisting us in securing barrel and keg machinery. We have received the last two letters sent us, and it is quite certain that they advertise some equipment that is interesting to us. For quick, efficient and dependable service THE JOURNAL can not be surpassed. Again thanking you for this effort, we beg to remain

Yours very truly,

PORT ANGELES COOPERAGE CO.,
THEODORE G. SIEGFRIED, Treas.

SHORTAGE OF SECOND-HAND BARRELS FORCES YASINOWSKY & COMPANY TO MANUFACTURE NEW BARRELS TO SERVE THEIR CUSTOMERS

YOUNGSTOWN, OHIO, February 21, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We are in receipt of your courteous letter of the 15th inst. Yes, you are right regarding the extension of our business. We are engaging in the manufacture of new slack barrels in addition to our second-hand business, and hope to be turning out new barrels by the first of March. The reason for embarking in the manufacturing end is because of the shortage of second-hand slack barrels. This last item brings the writer to a point which I think is worthy of mention in your valuable periodical.

What is the matter with the manufacturers of new barrels? Why were the makers of the bag, corrugated box, and the light steel container given the opportunity to invade the field that was dominated by the barrel? Will the sugar barrel share the fate that befell the oil barrel? Is the attitude of the manufacturer toward the consumer antagonistic? Does he work with the consumer or against him? Does he say, "I want this price or I don't care for the business?" From conditions of today I am of the opinion that the last sentence tells the story. I hope that I am wrong in my opinion. Because the consumers of new barrels have turned to substitute packages, the second-hand dealers have found an acute shortage of slack barrels in this territory. The freight rates are too high to ship second-hand barrels more than 65 miles, and even at that distance there is very small profit, if any at all. To increase the price of second-hand slack barrels would be suicide for the industry, because a 26-gauge steel container can be purchased cheaply now. I would suggest that the manufacturers of new slack barrels gird on their war clubs and get the business that is rightfully theirs. Forget the prices of '20 and curtail the overhead. Reduce the princely salaries of executives and produce a barrel as cheaply as possible without sacrificing quality.

From the quotations that we have received on slack stock I am positive that we will give the substitute package a run for its money. Should the manufacturers of slack stock raise their prices we may as well close shop. The house of Yasinowsky has been associated with the barrel business since 1885 and this is the first time in twenty years, that I can remember, that there was such a shortage of slack barrels, that we are compelled to turn to the manufacture of new barrels to serve our customers. Although we will use a No. 2 stave and head in our packages we will bear in mind one thing that we have always practiced: QUALITY. Our profit will have to come from volume. I think it can be done.

We thank you for the interest shown thus far and would not only consider it a favor but believe it would serve, in a co-operative way, if the expression of our opinion and outline of existing conditions, as given in this letter, could be brought to the attention of all manufacturers of slack cooperage stock and slack barrels, through the pages of your valuable paper.

Sincerely yours,

S. R. YASINOWSKY,
YASINOWSKY & COMPANY.

PRESENT QUESTION FOR COOPERAGE MANUFACTURERS NOT ONE OF MAKING MONEY BUT KEEPING BUSINESS ALIVE, SAYS R. H. MYERS

CLEVELAND, OHIO, February 19, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We are enclosing our check for renewal of our subscription to your worthy paper to February, 1925.

It seems that the cooperage industry is in a very weak condition at present, and the people who are dependent on it for their livelihood should be very careful in the conduct of their respective businesses in order that the industry may survive and continue to be paying. To our way of thinking, the only way to accomplish this end is to regard the present period as one in which we must check the disease of competitive containers, paper, wood and steel, which is eating into the heart of the cooperage business and killing it, slowly but surely. We must beat that disease at its own game by reducing our overhead and our general costs and offering barrels at prices that will make people continue using them and also bring us some new users. It is not a question of making money now, it is a question of keeping business alive so our permanent investments will not be worthless in a short time.

Very truly yours,

R. H. MYERS.

—READERS' VIEWS AND COMMENTS—Continued—

J. LAKE ELLIS SUGGESTS COMPENSATORY PRICE AS ONE MEANS OF RESTORING WOODEN BARREL TO POPULAR FAVOR

BLUEFIELD, W. VA., February 14, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

I beg to advise that we are not doing anything at this time and do not know just when we will be able to do any stave business that would be interesting. Lumber is finding a good market at prices that are much above what staves bring, and unless the demand gets much stronger for staves the prospects are very poor for the stave business. We like the stave business in every way except the prices they bring, but we can't compete with prices lumbermen pay for timber and make anything, so far that reason we are not very keen to make up staves at a loss.

We believe that the time will come when the coopers of the country will nerve up and ask just a little better price for new barrels, especially those made from good material and have the ear-marks of good workmanship, but so long as they continue to try to deliver cooperage at just the worth of the material in the barrel plus the cost of labor there will not be anything in it for anyone. People do not like anything cheap these days. Everybody knows the wooden barrel is the best container, but they are so cheap people have lost interest in them, and until someone gets up nerve enough to set and hold up prices that will arouse buyers and users and make them reddeu up a little, we will not get anywhere.

The walls of the old rut we are in are getting higher and higher, and when someone gets out of this rut a little, someone will grab him by the coat-tail and after a few words of discouragement, back he flops. As a matter of fact, you can feel the slack in the tail as soon as you take hold, and if you are not very quick you are liable to be backed upon. We do not know what to do. We have recently quoted prices that are a little unreasonable in hopes someone would call us some kind of a bad name, but up to this time have not gotten any results.

We passed an old church back in the sticks the other day and just over the door was written "LITTLE HOPE CHURCH," which reminded us of the stave business. We have very little hopes of business at this time, and until something takes place that will start prices up a little we do not see any reason for putting our timber into something that is going to lose us money.

We know THE JOURNAL is doing good work and is ever willing to boost things to a "Queen's taste," and if we never make any more staves we expect to continue our subscription, as we regard it worth the price for the good news it always carries to its subscribers. With very kindest regards, we beg to remain

Yours very truly,

CLINTWOOD STAVE CORPORATION,
J. LAKE ELLIS, President.

W. R. WRAPE LOOKS FOR 1924 TO BE GOOD YEAR FOR TIGHT STAVE TRADE

LITTLE ROCK, ARK., February 18, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We herewith enclose you our check for \$2.00 for one year's subscription for THE JOURNAL. We are pleased to have THE JOURNAL with us. It has good news from our friends along with the information we stave manufacturers need down in the sticks in Arkansas.

We are pleased to say our business in 1923 was good, and we look forward to a good business for 1924. We find the demand for A. D. and listed, white oak and red oak oil staves picking up since January 1st, this year. We look for a good, normal business for the year.

Yours truly,

W. R. WRAPE STAVE CO.,
Per W. R. WRAPE.

"THE JOURNAL" IS "THE PAPER THAT DOES THINGS," SAYS H. G. HERGET

NEW YORK, February 14, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We are in receipt of your letter of February 13th and thank you very much for the information you have given to us.

Noting the statement on the bottom of your letter-head, we will agree with you that THE NATIONAL COOPERS' JOURNAL is "the paper that does things."

Yours very truly,

PEKIN COOPERAGE CO.,
H. G. HERGET, President.

W. R. WESTCOTT BELIEVES BARREL BOOSTING WORK IS VALUABLE

TORONTO, ONT., February 22, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

Although only in the cooperage business in a very small way, I take a keen interest in reading THE JOURNAL, and especially commend the steady work which your valuable publication does to boost the barrel.

I am a tight barrel man and up to two years ago was working as a journeyman. Since then I have worked up a business of my own that is self-supporting, but not large enough to meet the demand. Also, I am getting fed-up with the Canadian winters and am looking to make a change toward locating in the United States.

Thinking the enclosed article might prove acceptable to you for THE JOURNAL, I will send it with my compliments.

Yours very truly,

W. R. WESTCOTT.

The article kindly sent in by Mr. Westcott and which carries a good boost for the wooden barrel is as follows:

James E. Johnson, of Simcoe, Gives Valuable Suggestions on Export of Apples and Other Fruits

That Ontario fruit growers must, before long, have their own representatives in Great Britain to keep in touch with the overseas market, is the opinion of James E. Johnson, Simcoe, head of the Norfolk Fruit Growers' Co-operative Association, who attended the Imperial Fruit Show in Manchester recently. Mr. Johnson has made an interim report to Hon. John S. Martin, Minister of Agriculture, and is expected to go into technical details at the annual meeting of Niagara District fruit growers in the Hamilton on February 27th-28th-29th.

Commends Barrel Packing of Apples

Ontario did not compete for prizes at the exhibition, and Mr. Johnson remarks that it would have been easy to secure some of the trophies. He recommends barrel packing rather than boxes for apple display in such cases.

"I find our worst faults were slacks, shipping undesirable varieties and improper or careless packing," Mr. Johnson reports. "For export, apples should be well racked, carefully tailed and pressed fairly hard, otherwise they will arrive slack and show a loss of 70 cents to \$1.25 per barrel under tightly packed barrels. Packers should exercise care in coopering barrels, and see that all quarter hoops are driven down firmly before placing apples in the barrel. Apples going to the British Isles should be well faced, well colored and uniform in size, also in color. If well done, good facing often brings a shilling a barrel more. White paper on the face will keep apples brighter and prevent marking."

Against Boxing Apples

"I certainly do not recommend packing Ontario apples in boxes for export, and recommend the following varieties for export: Golden Russet, Greening, Baldwin, King, Newtown Pippin, Cranberry Pippin, Ribstone Pippin and Wealthy, in certain years."

Ontario peaches shown overseas stood up well and looked well, but did not have the taste. There appears to be a good prospect for Ontario pears. The better varieties would be Anjou, Clairgeau, Bosc and Duchess.

Work of Agents

"I believe the time is not far off," he adds, "when the fruit growers of Ontario will have their own men in Britain, who must be experienced in handling of fruit, whose duty it will be to work all markets surrounding the important centers, giving the wholesalers and shopkeepers in these local markets information as to the superior quality of our apples and where they can be purchased from the nearest broker."

BEECH WOOD vs. FIR FOR VINEGAR BARRELS

"Beechwood barrels," says THE Fruit Products Journal and American Vinegar Industry, "are being tried out by one of the prominent vinegar manufacturers for the transportation of his product. This concern tried California and Oregon fir barrels and received complaints from so many customers on the leaky condition of the containers that fir barrels will not be used again in future. Fir wood, by the way, has long deep grains, and for that reason is not suited for a liquid like vinegar."

What have our fir vinegar barrel manufacturers to say? The subject is open and it is important.

NOW COMES FIBRE BUTTER TUBS

The Fibre Cooperage Co., Wallkill, N. Y., is to manufacture fibre tubs for the dairy trade. In reporting on the new venture the Newburgh, N. Y., News, of February 21st, says:

"The Fibre Cooperage Company, which was formerly located in Orr's Mills, is to take over the former Dairymen's League plant near Wallkill, that recently housed the Dunbar-Buick Company's automobile factory."

"The decision to break with the Dunbar-Buick concern and to turn over the building to the Fibre Cooperage Company was made by subscribers to a fund with which the old condensery was purchased about a year ago. The action was taken at a meeting on February 19th."

"Present at the meeting were several representatives of the Fibre Cooperage Company, who told of the product which it is now proposed to turn out in the plant near Wallkill."

"John Y. Gerow, of Washingtonville, well known throughout the county for his connection with the Dairymen's League, is president of the concern. Associated with him are several prominent Orange County farmers who with him have secured control of the concern and plan to develop it."

"Mr. Gerow, addressing the subscribers, remarked that association of the plant with the manufacturer would yield mutual benefit. He said that when New York City men first sold stock of the cooperage company in this section he bought very little. Later he was asked to take up development of the proposition. This he did, but only with the collaboration of Orange County farmers and the assurance of complete control by county men."

"The company proposes to turn out a product which is little known in this country, though in Germany, where wood is very scarce, as it is becoming here, the goods are extensively used. He exhibited tubs made in the fashion of ordinary wooden tubs with staves, hoops and separate bottoms, but of a fibre material which is laminated paper."

"These tubs, tasteless and odorless, are cheaper than wooden containers, a fact which led Mr. Gerow to declare that a profitable market awaits their manufacture. He asserted that many orders are already promised. "Mr. Gerow told of a fire in the plant in Orr's Mills in which a unit of machinery was destroyed. The day after the fire, a large machine long delayed, arrived ready for installation. While the company was paying five dollars a day in demurrage for the tied up freight cars, John K. Brown suggested removal to Walden."

"The old condensery, rather large for the beginning, gives plenty of room for development of the new enterprise, he continued. With the reaching of an agreement between the cooperage and the plant owners, installation of the machinery has been begun in the plant near here, and it is hoped to begin about April 1st."

"John K. Brown is vice-president and Leroy Miller is secretary of the concern. The first capitalization was for \$70,000, a good share of which has been spent to meet obligations. With this new plant, a larger capitalization will be necessary."

"Mr. Gerow closed by assuring his audience of his personal faith in the future of the fibre tub industry and in his associates in the venture. He pledged that only reputable methods would be permitted in the development of the factory."

"Superintendent Roach described the machines used. He said that for the present the company would purchase its paper, but later it will install a machine to make 60 tons of paper a day, enough for 30,000 tubs a day. Invitations to visit the plant were extended to all interested."

PROCTOR BROS. HAS FIRE LOSS

On February 23d fire destroyed the main building of Proctor Bros. Lumber plant and cooperage shop at Nashua, N. H., causing a loss of \$30,000 and throwing 40 persons out of work. The flames were fed by thousands of feet of lumber and barrels. All machinery was rendered useless. The firemen worked diligently to prevent the spread to the White Mountain Freezer Company.

PURCHASES STAVE MILL

John Staadt Company, Fountain, Ark., having purchased the stave mill formerly owned by Sam Deener, Hoxie, Ark., will remove their office from Fountain to Hoxie.

Report has it that the Major Stave Co., Monroe, La., may establish a new stave mill at Haynesville, La.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Cooperage Industry



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ADVERTISING
Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

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Remittance may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE
The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.

Our readers will oblige us, when writing to parties advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

NEW ADVERTISERS

Wylie & Wilson, Inc., Saginaw, Mich.
National Cooperage and Woodenware Co., Peoria, Ill.
John Keesey, Wilmington, Del.
Gluck Steel Barrel Co., Perth Amboy, N. J.

WHERE THERE IS A WILL THERE IS A WAY

Old as the saying, which makes for the above caption, is, there is no doubt but that, wrapped up in these mystical seven words is a law that is unailing.

Applied to the cooperage industry in any of its various ramifications by members of the trade, this law will work to the overcoming of all difficulties, real or apparent, already at hand or sensed on the horizon of the future.

An individual or firm that has a genuine and deep-seated liking for the particular endeavor, profession or line of trade in which he is interested and that has, in addition, enthusiasm, "pep," energy and "go," is equipped to handle successfully every situation, change and re-adjustment that arises in the course of moving events.

The trade future of the cooperage industry is just what its members choose to make it. No business comes easy these days, but there is a wonderful zest and satisfaction in going after it, and that there is a large percentage of our cooperage and cooperage stock manufacturers proving their metal as "go-getters" is a matter of fine record to which THE JOURNAL can testify.

"If we can not serve our customers in one way, we will in another," and "If our business falls off in one direction, we are going to 'dig' up a new line of users in another," are but examples of the "spirit" which permeates the bulk of our cooperage correspondence.

Yes, "where there is a will, there is a way"—but no one can use and prove this "open sesame" law for us so well or so successfully as we can for ourselves.

MEN IN HIGH PLACES

If the day's news reveals anything it is that all men in high places are not like unto Caesar's wife, "above reproach." And yet there never was a time when to serve a high office with honesty, loyalty, integrity, fearlessness and honor would set so fine an example or win, not eventually, but right now, the commendation of a whole people.

That we are already well on our way to better things in all our administration halls there is no doubt, for

CO-OPERATION

The cooperage trade is a pretty live industry—not some of the time, but all of the time—and if every one in it would just take note of what is transpiring within their own immediate territory, jot it down on a post card, if time does not permit of a letter, and "shoot" it in to THE JOURNAL, we could quickly prove what a wonderfully interesting trade we have and what "live" business factors comprise it. Will you do it?
Co-operation pays big dividends.

when the point of nausea is reached, not only a cleansing and a cleansing eruption will take place, but the disappearing murky clouds are bound to reveal the gold separated from the dross—with each man's rightful stature unmistakably outlined upon the shield of justice that all may see and know him for what he is.

SPRING IS IN THE AIR

In spite of the fact that February is living up to its full rights as a winter month, spring is in the air and much preparation is being made for the run of business which is expected to start with March and continue throughout the coming months with steady and gratifying increase.

Fruit growers, with no large exceptions, profess themselves thankful for the cold weather, as it acted as a deterrent to too early blooming of apple trees, thus insuring a crop yield that is most interesting to contemplate from the cooperage man's standpoint.

According to summary of reports received the business already booked for March will insure a good month throughout for, while one barrel maker will report a little falling off in business, another reports an increase, so it is quite likely that the business for the next few months in the cooperage line will be good.

NOW COMES THE ROPE PAPER SACK AS A CONTAINER FOR FLOUR

In a probable hope of stemming the rapidly rising public tide against the unsanitary sack or bag as a container for flour, the Associated Rope Manufacturers, according to our esteemed contemporary, *The Dixie Miller*, are now engaged in an intensive advertising campaign to sell the advantages of rope paper bags direct to the consumer. *The Dixie Miller* says:

"Thirteen competitive firms have pooled their efforts and are making a general drive to interest the public in the greater sanitary and economic value of the paper container for flour.

"Newspapers, posters and direct mail advertising are the forms being employed. The newspaper advertisements are unusual, being in the form of articles written by a housewife in which she explains the merits and advantages of the rope paper bags.

"In each advertisement is offered a free shopping bag made of rope paper. In this way the housewife becomes personally acquainted with the strength and durability of rope paper and can form an accurate opinion of its value for making bread for her family.

"Although the advertisements have been running for only a few weeks, and in a comparatively limited territory, many hundreds of letters have been received requesting the shopping bag. This alone proves that the advertising is attracting large attention and there can be no doubt about its wide and lasting impression upon the buyers."

Of course, cooperage manufacturers could not send a wooden barrel as a hand-bag to every woman interested in the good health of her family, but they can drive home to the entire milling industry and flour-consuming trade the virtues of the "Wooden Barrel as the Perfect Flour Container."

IF ALL CEMENT WAS PACKED IN BARRELS

Pennsylvania's output of cement during 1923, if laid out in a single line of sacks two feet long, would extend twice around the world, officials of the State Geological Survey declared in commenting on the observance this year of the centenary of the patent granted for "Portland Cement."

Twenty-two of the 120 Portland cement plants in the United States are in Pennsylvania. Production in this State is 33,000,000 barrels of the 115,000,000 barrels produced annually. Statisticians have figured that if this production was packed in barrels three feet high it would make six lines extending from New York to San Francisco.

PROPOSAL TO MAKE MILK THE NATIONAL DRINK IS FAVORED

"Resolved that we, the agricultural representatives of the Commonwealth of the great State of Kansas, do favor and recommend the establishment of milk as a national drink."

This resolution was adopted at the Kansas Agricultural Convention held early in January at Topeka, Kans. The convention included prominent agricultural organizations and officials of the State.

The resolution was based on the preamble that "our boys and girls are the men and women of tomorrow, and healthy physique is conducive to good citizenry." Another basis for the resolution was recognition that the dairy cow is the foster mother and an important financial support of the nation.

This resolution is believed, by dairy officials of the United States Department of Agriculture, to be the first of its kind on record. Dr. C. W. Larson, chief of the Dairy Division of the department, expressed the opinion that the proposal to make milk a national drink is an appropriate recognition of "the drink of health," as it is sometimes called.

"Certainly," Doctor Larson remarked, "milk is worthy of the distinction as a national beverage. In addition to its high nutritive value and health-giving properties as a drink, it yields other valuable food products, including butter, cheese, ice cream, milk powder and condensed milk. Its by-products enter into the manufacture of almost countless products. The widespread distribution of dairying in every State and its growth in our island possessions also appear to warrant the selection of milk as a national drink."

INTERNATIONAL APPLE SHIPPERS' ASSOCIATION WILL HOLD ANNUAL MEETING IN ST. LOUIS

It has been decided by the Executive Committee that the International Apple Shippers' Association will hold its 1924 convention in St. Louis. The convention will open on Tuesday, August 5th, or Tuesday, August 12th. The apple men have not met in St. Louis for many years. St. Louis is centrally located and has ample hotel accommodations and these factors were taken into consideration in accepting the invitation of the St. Louis trade to hold the twenty-ninth annual convention there. Plans already are under way for a record meeting. Secretary Phillips advises.

COOPERAGE BUSINESS FOR THE NEXT FEW MONTHS WILL BE GOOD, SAYS C. M. VAN AKEN

From the standpoint of volume, the cooperage business in this locality during the past month has been very satisfactory. A large percentage of the shipments are for packing barrels of different kinds outside of fruit, but occasionally a fruit barrel manufacturer will break away from his determination to wait until spring or summer to do his buying; hence, some shipments are moving continually to the fruit district. These two outlets combined are, as has been said, making a fair volume of business for the cooperage industry in this locality and a volume that is somewhat in excess of that expected for the period. The reports received from the mills indicate that in other sections of the country the trade is at least as good as it is here and that material is being shipped as fast as it is ready. This is the reason given by the mills for constantly advancing prices.

MANUFACTURERS TAKE UNNECESSARY CHANCES WITH TRADE BY SHIPPING WET STOCK, SAYS FRANK M. SCHERER

In reference to business conditions and prospects, would say we are enjoying a very good business at satisfactory prices. There are several items that are difficult to procure on account of mill conditions.

Apple barrel stocks are moving very good. We have also had quite a call for 30-inch staves and 19½-inch heading in all grades.

As usual, a good many shippers are taking unnecessary chances by shipping stock that is not thoroughly dry. Everyone knows that weather conditions are bad and that drying conditions are equally as bad, but it has been proven over again so many times that it is simply a waste of money to ship out anything that is not thoroughly seasoned, whether it be gum staves or sugar barrel stock. The consumer would just as soon have a little more delay and receive material that is in good condition for use rather than have a shipment made, anticipate it to be in dry condition, and find it absolutely green.

IS OPPOSED TO SHIPPING OF APPLES IN BASKETS AND BULK

One of the most complete and interesting reports ever prepared on any subject connected with the apple industry in the Northwest was recently submitted by Edwin Smith, formerly with the United States Bureau of Markets, to the Skokum Packers' Association and the Wenatchee-Okanogan Co-operative Federation on the bulk and basket methods of shipping apples, as it works out in Idaho. Mr. Smith has recently been appointed as executive secretary for the Northwestern Fruit Growers' Commission, Wenatchee, Wash., organized under the auspices of the Washington State Chamber of Commerce to work towards a solution of the apple marketing problem.

His report covered about 40 type-written pages and went exhaustively into every phase of the bulk and basket situation as compared with the box and barrel methods. His conclusions were as follows:

"Since the Idaho grower is getting in the neighborhood of one cent per pound net for his Romes in bulk it must be admitted that he is getting more than he possibly could had he wrapped and packed them. It is my opinion that the Wenatchee district could this year realize more on certain varieties shipped in bulk or baskets than will be netted under current methods.

"For some varieties grown in the district bulk shipping may be the only sensible method of marketing them. Bulk shipping would also be an advantage in reducing box demands, and would be a club in defeating the ascending prices of boxes and paper.

Ultimate Damage to Apple Industry Far Overshadows Apparent Advantage

"In consideration of these facts and of the possibility of increasing consumption by placing quantities of apples before the people in a cheaper form than we possibly can when wrapped and packed in boxes, we have strong arguments for urging the early institution of bulk and basket shipping privileges, were there not serious objections, which, to my mind, incomparably offset these advantages, and which, in the long run, would effect disastrous results to the north central Washington district. The magnitude of the bad effects make the saving seem paltry and inconsequential.

"My observations in Idaho make me feel certain that once bulk shipments are started they will be used freely with orchard run of fruit. It will not be restricted to the cheaper varieties, but Wenatchee Winesaps and Delicious will experience the keenest demand for extensive bulk shipment. Growers will take to it with alacrity. They will give preference at first to the shipper and buyer who will take the fruit in bulk. They will make unfair comparisons of returns with growers who have taken the pains to put up a quality product. This, together with the simplicity of the method of marketing, will make it popular for a time at least and will establish its widespread adoption.

"Idaho is a clear-cut example of the downhill push that bulk and basket shipments give to quality production. There growers are urging the lowering of shipping requirements, when already it is not uncommon to find growers producing a crop of 50 per cent. cookers. There you find a strong sentiment in favor of doing away with inspectors altogether.

"This year is a clear-cut illustration that the backbone of the apple industry in Wenatchee and north central Washington is in its quality production—its extra fancy Winesaps, Delicious and early Winter Bananas. The very existence of this highly specialized agricultural industry is dependent upon the production of an article that is not being produced extensively in other fruit districts of the United States. As I view it, the future of the industry is wholly dependent upon maintaining our standard of quality and gradually but eventually eliminating the production of classes of fruit that can be more economically produced in other parts of the country.

"The Wenatchee district should take no chances of jeopardizing the permanency of its fundamental position in the apple world by trying to minimize losses and string out the production of varieties of apples that do not belong in this district. It must be remembered that 31 per cent. of our production is Winesaps and 16 per cent. Delicious, and the latter will increase materially; while we have only one per cent. Black Twigs, the same of Ben Davis and Arkansas Black; 8 per cent. Rome Beauty. The bulk and basket rate will not materially help our 17 per cent. of Jonathans. If we try to save our Black Twigs, Arkansas Blacks, Ben Davis and Romes by resorting to bulk and basket shipments I am firmly convinced that we will make rapid strides towards putting our Delicious and Winesaps into the Utah, Colorado and Idaho competition, to say nothing of that from Michigan, Illinois, Arkansas



Vasinowsky & Co., 19 South Prospect Street, Youngstown, Ohio, is in the market for second-hand slack barrel machinery.

Vasinowsky & Co., 19 South Prospect Street, Youngstown, Ohio, is in the market for several cars of double-head tar barrels. Quote prices in first letter.

Westchester Cooperage, 210 Yonkers Ave., Yonkers, N. Y., is preparing to make new apple barrels and is in the market for information as to stock prices and machinery equipment.

A. E. Vasinowsky, 2548 Broadway, Cleveland, Ohio, is in the market for one carload 30-inch, No. 2, gum staves; one carload 28½-inch, No. 2, gum staves; one mixed carload 17½-inch and 19½-inch No. 2, pine heading. Quotations and delivery Youngstown, Ohio.

PURCHASING AGENTS WILL HOLD CONVENTION

In sending out advance notice of the coming ninth annual International Purchasing Agents' Convention and Informashow, which will be held in Boston, Mass., the week of May 19th, under the auspices of the National Association of Purchasing Agents, Mr. H. M. McGill, chairman of the Publicity Committee, says:

"Boston is one of the most popular convention cities in the United States, and in the course of a year hundreds of organizations gather in the 'Hub' for their annual meetings and other similar events. Consequently, the coming of a single convention is ordinarily no signal for any particular demonstration of interest or enthusiasm on the part of business men, merchants and manufacturers.

"But there is a convention coming to Boston next May which is of utmost significance to all manufacturers. The clue to the secret is purchasing agents from every city in the United States—from Maine to Florida and from Oregon to California. The purchasing agents of this country will pour into Boston during the week of May 19, 1924, to attend the ninth annual Purchasing Agents' Convention and Informashow, to be held under the auspices of the National Association of Purchasing Agents.

"Here will be assembled in Boston for the first time the very men whose sole job is to buy, and who are the men on whom manufacturers are concentrating their sales efforts week in and week out. And now, for an entire week, instead of purchasing agents sitting in their offices and being visited by your salesmen, they will be here in Boston away from home and routine office cares, ready and willing to be shown whatever manufacturers have to show them. The convention is really the manufacturer's opportunity. It is up to the producers throughout the country to show the purchasing agents why and how their products are superior and why their order blanks should bear the name of those products on the next purchase of supplies, equipment, or products of any sort.

"As a part of the convention, the association conducts an exhibition known as 'The Informashow.' Because of the size of the meeting, there will be at least three thousand purchasing agents present, and in order to furnish the necessary floor space the convention is going to be held in Mechanics Building, the largest exhibition hall in Boston. Manufacturers should be interested and arrangements for exhibition space should be made at once. The Purchasing Agents' Association of this district will be glad to co-operate with you. This meeting is one of the finest opportunities that manufacturers have had for years in which to demonstrate the quality of their products to the very men they most want to reach. It is an opportunity that should not be overlooked."

STRAWBERRIES IN BARRELS

Report from Benton Harbor, Mich., under date of February 23d, says: "Packing strawberries in barrels is quite popular in southwestern Michigan where transportation facilities make it possible to load the fruit the same day as packed and deliver it the following morning in Chicago, where it can be placed in cold storage and frozen. Between 700 and 900 barrels were packed in this way last season. The method used is to first place a layer of sugar in the barrel, then a layer of fruit, and then more sugar and berries. The barrels usually are loaded each evening aboard a boat for Chicago."

HIGH WAGES DO NOT PREVENT BUSINESS, SAYS SAMUEL M. VAUCLAIN

There is nothing to fear for the future, as it holds betterment of general business and an improvement in living conditions for all. This is the opinion of Samuel M. Vauclain, president of the Baldwin Locomotive Works, as voiced February 12th at the opening session of the twenty-third annual convention of the Pennsylvania and Atlantic Seaboard Hardware Association, Inc., in the Bellevue-Stratford, Philadelphia, Pa.

"You were given the impression that the business situation is somewhat wobbly," he said. "Do not believe it. In December we had more than 23,000 men employed in our shops, but today we have less than 6,000. Yet I am not discouraged. Mine is a peculiar type of business because no one really buys a locomotive unless he needs one. The freight business today comprises 1,000,000 loaded freight cars a month, and the railroads are expecting an increase of 10 to 20 per cent. If you would push the hardware business as it should be pushed the freight business would amount to more than 1,250,000 loaded freight cars a month.

"Do not be dismayed at the high wages you must pay. There is nothing in low wages. Higher wages have greatly enhanced living conditions for every one, and in the improvement of living conditions there is prosperity. Education of the coming generation means prosperity for those who are to follow. It is said that high wages prevent business. Do not believe that. Forty years ago, when labor costs and living costs were lower than today, the cost per unit product was 25 per cent. greater than it is today. It is not what you are paying for labor today, but the cost of labor as compared with the selling price today and forty years ago."

INCREASING DEMAND FOR AMERICAN FLOUR IN ASIA

The pre-war exports of flour from the United States and Canada together were approximately 2,400,000 barrels. During the fiscal year ended June 30, 1923, over 4,100,000 barrels of flour were exported from these two countries to Asia, and for the calendar year 1923, over 5,500,000 barrels. These figures, both as regards wheat and flour, would seem to indicate that China and Japan are becoming greater consumers of wheat.

The exports of flour from the United States alone to Asia have increased from a pre-war average of 2,324,000 barrels to 3,010,000 barrels for the calendar year 1922, and to about 4,954,000 barrels for the calendar year 1923. Compared with the calendar year 1922, the exports of flour from the United States to Asia during 1923 show an increase of about 1,900,000 barrels, or a gain over 1922 of more than 50 per cent.

Statistics show that the United States is now exporting a much less quantity of flour to Japan than previous to the war. On the other hand, Canada has increased her exports to Japan from an average of 13,000 barrels pre-war to over 160,000 barrels during 1923. The great increase in flour exports from the United States to Asia, therefore, has been mainly to China.

Louisville Reports Improved Trade Inquiry, with Cooperage Industry Looking for Business Improvement Beginning with March

Forty-five days or so of relatively dull business has been recorded for the 1924 season so far in the Louisville cooperage trade, a continuation, as it were, of the very dull period during the closing weeks of 1923. However, no lane is so long but what it runs into a turn, or comes to an end sooner or later, and the present feeling in the local trade is that March business will be better, as there has been much better inquiry, even if price quoting has not produced much business as yet.

Once Upon a Time

With prohibition it is realized that business is bound to be more or less quiet from November to March, as consuming lines using tight cooperage are out of the market over those months, but it comes sort of hard to a district that formerly counted this period as the busy one, and figured the summer and fall period as the dull period. The small business of the former dull period is the rush business of the coopers today, since losing their big bourbon whisky business, all on account of the prohibitionists taking advantage of the fact that some two or three million men were not able to vote at the time the national vote was taken, nor were they able to use their influence in securing opposition votes. Of course, there is a lot of ill feeling in the cooperage trade as regards prohibition, which seems to be a useless sort of a subterfuge, which merely makes the stuff cost a lot more.

The Tight Barrel Market

The tight barrel market at the present time is in a peculiar condition. Manufacturers of barrels are quoting prices, but they admit that for immediate delivery on quantities, prices will be shaded five or ten cents per package, and one operator remarked that he believed that some red oak oil barrels had probably been sold at a greater price reduction, as he doesn't believe the sales could have been put over otherwise.

At the same time the operators of barrel plants are not willing to accept business on present quoted prices for future delivery, as they figure that the market is too low in view of advancing staves and heading, high labor, high freight rates on material, etc. There is an inclination to keep going and accept some immediate delivery business at relatively low prices, but for immediate delivery only, and it looks as though buyers, who have the money and the storage capacity, are missing a good bet by not buying now.

Local prices as quoted on tight cooperage show:

Gallons	Red Oak	White Oak	Spirit	Charred Spirit
1	\$0.65	\$0.70	\$1.00	\$1.15
2	0.75	0.80	1.15	1.30
3	0.85	0.90	1.30	1.45
5	1.25	1.35	2.10	2.35
10	1.60	1.70	2.35	2.60
15	1.75	1.85	2.60	2.85
20	1.90	2.00	2.95	3.20
25	2.05	2.15	3.20	3.45
30	2.20	2.30	3.50	3.75
45-50	2.70	2.85	5.00	5.50

Gum barrels, red oak, \$2.35.

Tight Stock Price Market Holding Steady

Reports received in the local market indicate that the southern producers of tight cooperage stock are not cutting much stuff due to bad weather, high water and unsatisfactory prices. It is further reported that they are now holding their stocks on hand firmly, refusing to sell unless they get a price that they consider fair. With the stave men standing pat, it is claimed that red oak staves are now worth around \$52a\$55 at mill; white oak, \$62a\$63 at mill; spirit, \$85 at mill, and gum, \$35. Freight rates to Louisville are around \$11a\$12 a thousand from producing points quoting on this basis.

Slack Cooperage Stock Market Is Firm

Slack cooperage stock is somewhat firmer than it was, gum staves in No. 1 having advanced a couple of dollars to a level of \$15a\$17 for either length; with No. 2, \$11a\$13; and mill run, \$12a\$14. Flour heading is 15c16c; for No. 1 sugar, 17c18c; with mill run quoted at one cent per set under; and No. 2 at three cents under No. 1. Six to six and one-half foot elm hoops are quoted at \$19a\$20.

Slack Barrel Market Unchanged

The slack barrel market is unchanged, with flour packages at 80c85c; half-barrels, flour, 60c65c; sugar, 90c\$1; one-head produce, 60c; two-head, 65c; poultry, 70c80c; No. 2 stock, sugar-sized produce, 70c75c.

With gum lumber stronger and prices of staves and heading, hoops and steel hoops up, it is believed that with any sort of active demand slack cooperage is due to advance.

Philip Sengel Still Hale and Hearty and Going Strong at Seventy Years of Age

George Sengel, of Philip Sengel & Son, operating the Gambrinus Cooperage Co., Louisville, remarked that his father, Philip Sengel, head of the company, would be seventy years old on July 1st, and that he worked harder than anyone on the place. Mr. Sengel was out in the mill at the time. The elder Sengel established his business in 1876, and has carried it right along. George has been with the concern since 1912, except for a period as an officer in the army, when he went to France. As he remarks, he "went over for Democracy and got prohibition."

Flour Barrels Are Moving in Fair Quantities

Paul Dysart, Jr., of the J. D. Hollingshead Company, reported improvement in demand for slack barrels along with a somewhat stiffer price on materials, as a result of stronger markets on wood and steel hoops and wood staves and heading. Barrel prices, however, remain unchanged. Right now is between seasons in the produce trade, with no material movement in anything, but fair movement on flour packages. March business is expected to show some improvement.

Snow and High Water Handicap Southern Mills

J. N. White, of the Louisville Cooperage Company, remarked that business was showing just a slightly better tone on kegs, but that barrel business continued a little dull. The company is operating at around 50 per cent, in its local barrel and keg works, but its stave and heading mills are operating slowly. The eastern Kentucky mills are down on account of snow and had operating conditions. The southern mills of the company have been considerably handicapped by high water.

Keg Business Is Improving, Says H. L. Rollwage

H. L. Rollwage, of the Chess & Wymond Company, remarked that keg business was showing just a little improvement, but that things were going along about the same in the barrel department, and that while there were a lot of inquiries out, there wasn't much actual business.

Louisville Cooperage Co. Have Cooperage Exhibit at Hardware and Implement Convention

The Louisville Cooperage Co. had an exhibit of barrels and kegs of various kinds and for various uses at the annual convention of the Kentucky Hardware and Implement Convention, in Louisville in late January. The hardware dealers have become rather large retail distributors of kegs in the past two or three years and their business is worth going after. One of the features of the exhibit consisted of four-hoop water kegs, with bale handle and metal mouth-piece, for use of harvest hands in the fields, this being a line that the company has been making for a few months in sizes of from one to five gallons.

February Trade Showed Improvement Over January, D. H. Quigg Reports

D. H. Quigg, at the Hollingshead Co., reported that February business was showing an improvement over January business, but that things were still far from being good.

Gambrinus Cooperage Works Reports Good Sales on Ice Cream Buckets

George Sengel, at the Gambrinus Cooperage Works, reported that sales had been quite good on ice cream buckets and ice cream cabinets as well as pickle kits, but that keg, barrel and tank business hadn't been so much. Brewers are using up old barrel stock on such little draft beer as they handle, and are not buying much of anything. Last year the company shipped some beer casks to Central America, but hasn't received any repeat business.

CANADIAN COOPERAGE INTERESTS CONSOLIDATED

G. Leo Milligan, manufacturer of staves and barrels, and J. W. Milligan, hoop producer, Orillia, Ont., have consolidated their cooperage interests and organized as G. Leo Milligan Company and will now manufacture staves, hoop heading and barrels.

MOORE DRY KILN COMPANY GRANTED ANOTHER PATENT FOR IMPROVEMENT ON DRY KILNS

Under date of February 7th, Mr. C. J. Williams, Jr., president of the Moore Dry Kiln Company, Jacksonville, Fla., advised of a new patent for improvement on dry kilns, which is found to add immensely to the already excellent drying efficiency of Moore's famous moist air kilns. The new patent was granted on January 22d, and relates to improvement in the ventilation located on the roof, which is the simplest and most direct form. The ventilators are so arranged that they relieve the excess moisture and let out the minimum amount of steam heat.

Being kiln builders since 1879 has established the Moore Dry Kiln Company in an enviable position and one which they are steadily entrenching themselves in by reason of inventive skill, manufacturing ability and progressive trade service.

E. E. ENDERLIN A REAL PROGRESSIVE

In the February 13th edition of the Chillicothe, Ohio, *Advertiser*, we find the following touching the activities of our good friend Mr. E. E. Enderlin, president and treasurer of the Columbiana Cooperage Co., Salem, Ohio. The article says:

"Another former Chillicothean has made good. Mr. E. E. Enderlin, son of the late George Enderlin, who formerly resided at the corner of High and Water Sts., is the man. He is now president and treasurer of The Columbiana Cooperage Co., of Salem, Ohio, which is successfully operating seventeen cooperage plants throughout the United States.

"The Columbiana Cooperage Co. stands out in its particular field as one of the largest and most favorably known organizations in the country. It is a concern which manufactures staves, hoops, heading and barrels and casks for the pottery trade almost exclusively.

"Mr. Enderlin went to Salem in August, 1919, to start the present company. Prior to that he was secretary and treasurer of the Sandusky Cooperage and Lumber Company, Galion. At first, just a few plants were established, but The Columbiana Cooperage Co. has grown until there are now seventeen, all found in the vicinity of some pottery.

VICKSBURG COOPERAGE CO. INCORPORATES

A. B. Struthers and Gustave A. Ziegler, of Detroit, Mich., together with others, are incorporators of the new Vicksburg Cooperage Co., with a capital stock of \$100,000. The new company has absorbed the Dixie Cooperage Company and its properties, and has placed the plant in Vicksburg on full time operation. The president is A. B. Struthers, while Norman Schlemmer, formerly manager of the old plant that was absorbed, has been made general manager.

TREDAWAY COOPERAGE CO. ACQUIRES NEW PLANT

The heading plant of Sheddon & Kirkland, in Raymond, Ga., has been leased for ten years by the Tredaway Cooperage Company, of Jacksonville, Ala. They will operate the plant to capacity.

PEKIN COOPERAGE CO. RE-OPENS YAZOO CITY PLANT

The Pekin Cooperage Company, New York, has re-opened the plant in Yazoo City, Miss., that was formerly operated by T. E. Bean. At one time the plant was operated as a stave manufacturing unit by the Pekin Cooperage Company interests and was sold to Mr. Bean. It has been idle now for two years. The Pekin Cooperage Company will make improvements to the plant from time to time.

COLD WEATHER HELPS DELAWARE AND PENNSYLVANIA FRUIT GROWERS

Farmers throughout Delaware and Pennsylvania were delighted with the cold weather of the last two weeks of February, which averted premature development of fruit trees and spring wheat. In some orchards in lower Delaware the sap had started on some trees.

Financially, the farmers are said to be in so much better condition than a year ago that larger and more varieties of crops are being planned. All signs now point to a big year.

WILL MAKE BARRELS

Henry N. Marshall, Olney, Ill., who has leased the cooperage plant of the Ebner Ice and Cold Storage Co. in Olney, will enlarge the plant so that all kinds of barrels can be manufactured.

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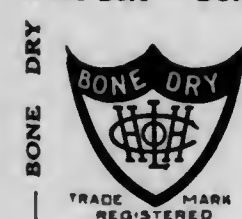
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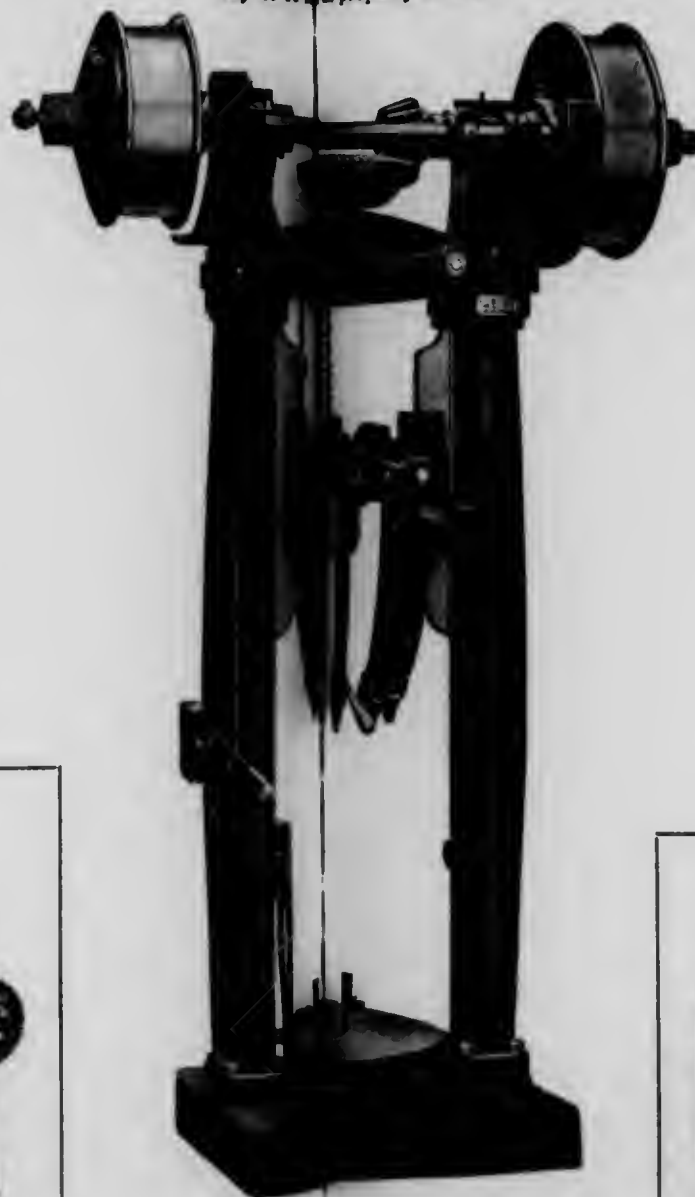
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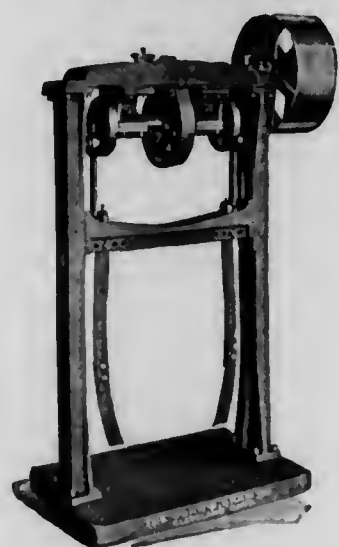
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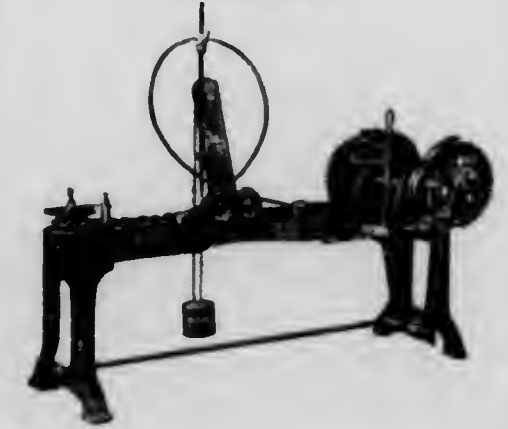
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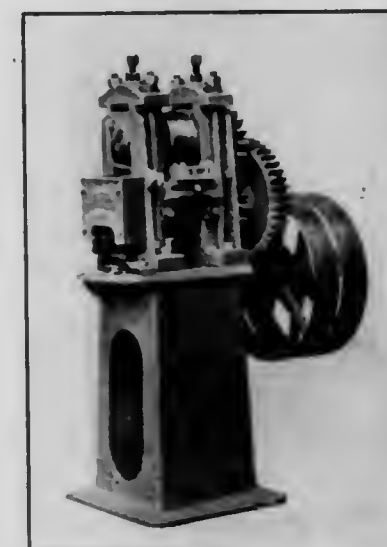
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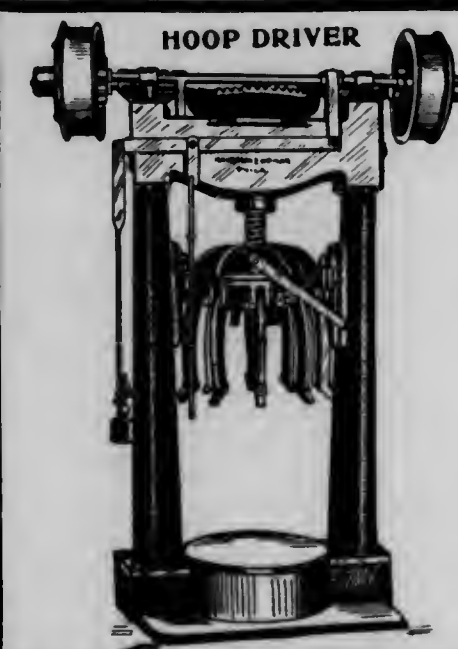
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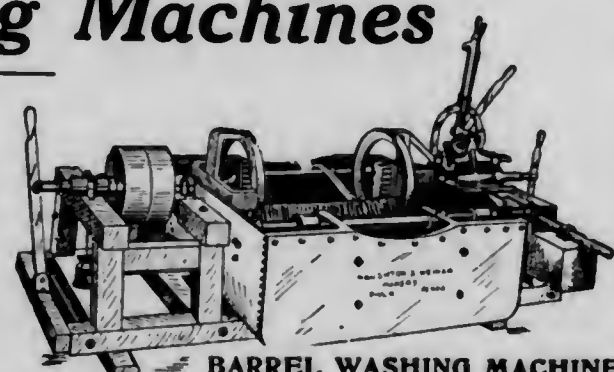
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Reprinted Report on Comparative Tests of White Oak and Douglas Fir Barrels

By request we are reprinting the following article on "Comparative Tests of White Oak and Douglas Fir Barrels," which first appeared in the October, 1922, issue of THE JOURNAL:

A highly interesting and informative report of tests of white oak and Douglas fir barrels conducted at the Forest Products Laboratory, Madison, Wisconsin, has been released by the Department of Agriculture, in which the comparative merits of containers made of these two woods is discussed and summarized in the light of the results of the experiments. The report gives a detailed account of the various tests to which the barrels were subjected, and illustrates with photographs and diagrams the manner in which they were carried out and the reactions that were obtained in the various processes. For purposes of comparison, the results of the tests on white oak barrels, which were held at the laboratory some years ago and which were reported in the United States Department of Agriculture Bulletin No. 86, are used in the present report, and conclusions drawn based upon the performance of the two types of packages under similar testing conditions.

The barrels used in the tests are described as follows: The oak barrels were furnished by the St. Louis Coopers Company, St. Louis, Missouri, and consisted of 48 barrels divided into six groups of eight barrels each; group No. 1, 3/4-inch stock, 6 hoops; group No. 2, 3/4-inch stock, 8 hoops; group No. 3, 3/4-inch stock, 6 hoops; group No. 4, 3/4-inch stock, 8 hoops; group No. 5, 3/4-inch stock, 6 hoops; group No. 6, 3/4-inch stock, 8 hoops. The barrels were made from quarter-sawn white oak. The material was practically straight-grained and free from defects. The barrels were of excellent workmanship and were well coated with paraffin on the inside. The staves varied in width from about 2 1/2 inches to about 7 inches. The heads were usually composed of four pieces, though two heads each were composed of three pieces. The pieces of the heads were joined together with 3/8-inch hickory dowels. The Douglas fir barrels were furnished by the Western Coopers Company, of Portland, Oregon, and consisted of thirty-three barrels divided into three groups of eleven barrels each, which that company in their forwarding letter described in the following terms: "The stock in these packages is sawn from No. 1 Douglas fir timber and represents our No. 1 grade 3/4-inch oil staves and our No. 1 grade 20 7/8-inch heading in 3/4 and 1 1/8-inch thickness. There are to be thirty-three barrels forwarded to Madison, eleven of which will be hooped with six hoops and headed with 3/4-inch head; eleven more hooped with eight hoops and headed with 3/4-inch heads, and the balance to be hooped with eight hoops and headed with 1 1/8-inch heads. All heading used in these packages have glued joints, and the packages were set up from average stock the same as received from our mill, there being no special selecting."

The barrels, in each case, after being filled with water, were subjected to the following tests: Side compression, diagonal compression, internal pressure, side drop, and diagonal drop. Charts were used to plot the progress of each test, and voluminous memoranda notes taken of the various points of strength and weakness developed by the containers while under the different treatments applied. A mass of valuable data was secured which should prove of incalculable value to both manufacturers and consumers in determining the relative value of white oak and Douglas fir as cooperage stock. The following notes are excerpts from the summary as it appears in the report:

Oak Barrel

In each kind of test the first water to appear on the outside of the barrel was usually from the seepage through the pores of the wood at the chime. The first leak usually occurred either between the staves and the head or between the staves at the chime. In all the tests except the internal pressure the first leak was usually coincident with the slipping of the staves.

In the internal-pressure test there were two general classes of failures: (1) By springing and breaking of the head; and (2) by leaking between the staves at the bilge.

In the diagonal-compression test the failure was a general failure of the head combined with the slipping of the staves. In the compression-perpendicular test the failure was a general leaking at the heads and slipping of the staves followed by the breaking of the staves at the bilge.

In the side-drop test the slipping of the staves caused loosening of the hoops and leakage at the heads. This was followed by breaking of the staves at the bilge. In three of the six tests the failure of the barrels was due to the heads being broken or forced out by the pressure produced by the impact.

The lower heads of all barrels tested by dropping on the chime were broken or forced out by the pressure due to the impact.

Douglas Fir Barrel

First leakage in nearly all tests was in one of two ways: (1) Water passing completely around the edge of the head and appearing on the outside of the barrel in the angle between the head and the chime or projecting end of the stave; (2) water passing partially around the edge of the head and thence through the pores and appearing as small drops on the edge of the chime. Leakage of the first type is described as "leakage at croze," and the second as "seepage through chime." There were very few instances in which there was leakage between the staves except after the barrel had been quite severely deformed as in the side and diagonal-compression tests. In the diagonal-compression tests leakage due to crushing of the edge of the head occurred at a fairly early stage. As a special test barrel No. 13 (see Figure 13) was so placed that the end grain of the head came at the point of pressure, and, as shown by Figure 13, leakage did not occur until later.

Aside from the first leakage, types of failures differed, of course, with the kind of test. In side and diagonal-compression later failures were by slipping in stave joints and shear or splitting of staves, combined with opening of the joint between staves and head with splitting of head.

In this test there were numerous instances in which staves split or sheared their entire length. In fact, it seemed to be almost as easy for this to occur as for staves to slip on each other at the joints. This applies also to side and diagonal drop tests.

Final failure in side drop and in diagonal drop tests was the driving out of the head by the shock of the contents.

Final failure in internal pressure tests was by breaking or bursting out of the heads.

Comparison in White Oak and Douglas Fir Barrels

At the first leak in side compression, the Douglas fir barrels take only about two-thirds of the load carried by the white oak barrels. The white oak barrels, however, begin leaking at a much smaller deformation than do the Douglas fir, and the product of load and deflection at first leak is in every case of comparison higher for Douglas fir than for white oak. These facts indicate that when subjected to shocks against the bilge, the Douglas fir barrels, although they develop less force before leakage, yield much more (or farther) and can absorb fully as great a shock as the white oak. It should be noted in this connection that a common practice is to store or stow barrels on their sides with the bottom row blocked at the quarters and upper rows laid in the "cantlines," or space between barrels of the row below and with the bilges above the heads of the row next below. It is to be expected that barrels arranged in this manner will sustain considerably larger loads than are found in the side compression test.

At first leak in diagonal compression, Douglas fir barrels take less load than white oak barrels. Here again, however, white oak barrels stand much less deformation than the Douglas fir, with the result that shock-resistance as indicated by product of load by deflection is practically equal for barrels of the two species.

The Douglas fir barrels average about three-fourths as high as the white oak in drop (both side and diagonal) at first leak. Approximately the same ratio applies to drop to produce leakage at the rate of one pound of water per minute.

When subjected to internal water pressure the Douglas fir barrels develop two to three times as great pressure at first leak as do the white oak barrels. The pressure required to produce leakage at the rate of one pound of water per minute averages about 30 per cent. higher for Douglas fir than for white oak.

Discussion and Conclusions

The following conclusions apply only to white oak and Douglas fir barrels and in the combinations of number, quality and dimensions of hoops and thicknesses of staves and heads as used in the tests described herein:

1. In the oak barrels, increase in thickness of stave is of much less value than increase in head thickness, and it is to be expected that oak barrels with 3/4-inch staves and 3/4-inch or 1 1/8-inch heads will prove fully as serviceable under many conditions as barrels with 3/4-inch staves and heads.

2. In Douglas fir, barrels with 1 1/8-inch heads and 3/4-inch staves are superior in resistance to internal pressure to barrels with 3/4-inch heads and staves.

3. When there is little change in moisture content, as in these tests, the eight-hoop barrels show but little superiority over six-hoop. When barrels are subjected alternately to moist and dry conditions and the consequent tendencies to swell and shrink, it is to be expected that the advantage of the eight-hoop barrels will be enhanced.

4. When barrels of both species are well and carefully made of properly-selected stock, they compare as follows:

Douglas fir barrels have about two-thirds as great resistance as do white oak barrels to leakage under steady loads as in the bottom of storage piles. However, Douglas fir barrels probably have sufficient resistance to carry safely such loads as are likely to come on them in storage or shipment. The Douglas fir barrels, moreover, possess the ability to be deformed to a great extent without leakage than the white oak. Resistance to shock is proportional to the product of

load and deformation, and the Douglas fir and white oak barrels are practically equal in this product, indicating that when loaded on end in railway cars they may be expected to withstand equal switching shocks without leaking. After leakage has begun the steady force and shock required to cause increased leakage is greater for white oak than for Douglas fir barrels.

When dropped upon the chime or upon the bilge, the Douglas fir barrels withstand without leakage about 25 per cent. lower drops than white oak, indicating somewhat greater susceptibility to damage from rough handling in rolling or sliding down skids.

The Douglas fir barrels withstand from two to three times as much internal pressure before leaking as do the white oak barrels.

5. The Douglas fir barrels tested were made with 17 gauge by 1 1/4-inch and 18 gauge by 1 1/2-inch hoops in order to have them like the oak barrels tested and to comply with I. C. C. specification No. 10. As Douglas fir is softer and exerts less force in swelling than oak, it is not certain that these sizes are necessary. Further tests would be required to determine the safe and most economical size of hoops for Douglas fir barrels.

In connection with these comparisons of the white oak and Douglas fir barrels it is to be remembered that all barrels tested were of selected stock and well manufactured. The oak staves and heading were white oak, which is much more resistant than red oak to penetration by liquids. Because of this quality and because of other properties, such as greater stability of form and shape under changing moisture conditions, and greater resistance to decay, white oak, when clear of sapwood, is recognized as much superior to red oak for barrel making. The Douglas fir barrels were from timber selected because of its special suitability for barrel manufacture. These points are mentioned to bring out the fact that the barrels tested were such as can be made only through careful attention to selection of timber and to manufacturing details, and that the white oak and Douglas fir barrels tested were of corresponding quality.

Selection of Timber and Handling of Stock

The selection of timber and handling of stock is carried out with great care by the larger manufacturers of Douglas fir barrels, and it is desired to call attention here to a number of points bearing on the making of barrels of the best quality from the species. These points have been developed from the experience of manufacturers, observation of the barrel tests described herein, mechanical tests of Douglas fir, and field observations of its properties and peculiarities:

1. It is believed by barrel manufacturers that material of suitable character can be secured only from trees grown in the low-lying regions or so-called fog belts.

2. Staves of the Douglas fir barrels tested had an average of about 23 annual growth rings per inch. The minimum number was 7 and the maximum 44. It would probably be well to require that staves should have not less than 8 growth rings per inch.

3. It is recommended that Douglas fir bolts be converted into staves and kiln-dried as soon as cut from the logs, in order to avoid the rather rapid deterioration that may occur through the checking of short bolts in drying.

4. It is of prime importance to have staves as nearly as possible perfectly quarter-sawn or edge-grained. Incipient ring shake or weakness of bond between the annual rings is a type of defect rather frequently found in Douglas fir. Where this occurs in a stave having the annual rings at angle of less than about 60 degrees with its surface, slippage along the rings having such weakness is very likely to happen. It is recommended that in specifications for tight barrels of Douglas fir a limit be set to the deviation from perfect edge grain. The following is suggested as a simple and practical statement of the allowable deviation:

"Staves must be so manufactured that the annual rings at any point do not deviate from a line perpendicular to the face of the stave by more than one-half of the thickness of the stave."

The cutting of staves in this manner has a further advantage, since the shrinkage of quarter-sawn stock averages from one-half to two-thirds as great as that of slash grain material. For this reason barrels made of quarter-sawn staves shrink and swell less with change in atmospheric and moisture conditions and give less trouble with leakage. This is true of all species. The tendency to shrink and swell as well as strength properties are factors to be considered in comparing the suitability of various species for tight cooperage. The shrinkage or swelling of quarter-sawn stock with a given change of moisture content is practically the same for oak and Douglas fir. Consequently, it is to be expected that troubles with shrinkage and swelling will be least for the barrels whose staves are most perfectly quarter-sawn.

H. G. RUSH RETIRES

H. G. Rush, founder of the well and widely-known tight cooperage firm of H. G. Rush Cooperage Co., Oil City, Pa., has retired after an active business life extending over a period of 45 years.

The H. G. Rush Cooperage Co. will continue under the able and efficient management of R. Warren Rush and Mrs. Dorothea Rush Clark, son and daughter, respectively, of Mr. Rush.

Trade Associations May Lawfully Compile and Publish General Economic Information, Says Wilson Compton

Trade associations may lawfully collect from individual members statistical data necessary to the compilation of general information, and the latter may be properly and lawfully, as well as beneficially, published by them, says Wilson Compton, secretary and manager of the National Lumber Manufacturers' Association, in a letter to Hon. Stephen B. Davis, solicitor of the Department of Commerce.

Mr. Compton's letter constitutes the first public statement on behalf of a national industrial association in interpretation of the requested informal opinion on the subject given to Secretary of Commerce Hoover by Attorney General Daugherty and recently made public. This opinion has been variously interpreted, owing to apparently conflicting statements contained therein. Mr. Compton holds that the law and the Attorney General's opinion are:

First: Trade associations may lawfully gather from members individual detailed information on production, orders, shipments, stocks and prices, but this individual detailed information may not be given to the public or distributed to members.

Second: General information showing the conditions of an industry and changes in supply of and demand for its products, such as the total production, shipments, stocks on hand and the average price or range of price, etc., may be compiled from the information obtained as above and may be published.

It will be recalled that Mr. Hoover wrote to Mr. Daugherty to ask his opinion as to whether in view of recent court decisions and decrees, trade associations could collect and publicly disseminate fundamental information in regard to their trades. There has been great diversity of opinion as to the meaning of the reply, some associations even taking the position that it means that the Attorney General considers it unlawful for trade associations to collect and publish that general information in the absence of which business generally and the economic direction of the country's affairs will necessarily be without intelligent guidance.

Mr. Compton asserts in his letter to the solicitor of the Department of Commerce, that no other conclusion than that stated makes it possible to reconcile the several statements in the Attorney General's letter, saying further: "A natural, and, if you please, I might say a common-sense interpretation of the Attorney General's letter is that the Attorney General has plainly, although indirectly, said that the activity in question—the compilation and publication by trade associations, of current trade information—is not *per se* unlawful. For example, the Attorney General says:

"In my judgment the effect of general information as to the conditions of an industry, such as the total production, shipments, stocks on hand, and average price or range of price, is entirely different from that resulting from each person engaged in an industry receiving directly or through a common medium reports which reveal to him the exact condition of the business of his competitors. When thus informed, each one is invited and is naturally inclined to imitate the conduct of his most successful competitor; and the spread of comradeship created by the confidential exchange of information of this character necessarily prevents the free competition between them, which would otherwise prevail."

Distinction Between General and Individual Information

As Mr. Compton sees it, the Attorney General draws a sharp distinction between the two sorts of information; first, the general compiled information descriptive of the industry's conditions; and second, the intimate detail descriptive of the condition of the business of each competitor individually. Mr. Compton points out that it is the latter, namely, the detailed information disclosing the identity of individual competitors and the intimate details of competitors' business, which the Attorney General holds can not legally be distributed, although it may be collected, for he says in his letter to Mr. Hoover: "I see no objection to its being gathered by an association, provided it be strictly guarded and the association prohibited from distributing it among its membership." Mr. Compton's letter continues:

"The point seems clear that the Attorney General says that he sees no objection to the association receiving this intimate individual detailed information, provided that 'it be strictly guarded and the association be prohibited from distributing it among its members,'

I am satisfied that no association will, in good faith, resist the imposition of such a restriction as this, as a matter of good policy if not law, because for purposes of intelligent and correct information as above indicated it is not necessary that the intimate details of individual competitors' reports received by the association should be distributed by it back to the individual members * * * *

"The exchange of correspondence between the Secretary of Commerce and the Attorney General discloses no declaration, either directly or by necessary implication, of opinion that the compilation by associations of trade statistics and the distribution and publication of general information as to the conditions of an industry, such as the total production, shipments, stocks on hand and the average price, or range of price is *per se* an unlawful act. The Secretary of Commerce has definitely and publicly expressed the view that such service properly conducted, is publicly beneficial. Are the American people, their industries and their government so helpless as to be unable to procure the conduct lawfully of a lawful and beneficial service? If the act itself is not unlawful, citizens should not be restrained from conducting a lawful activity in a lawful manner. Again, I assert the belief that the law, if administered as the courts have applied it, is sufficiently clear to provide a reasonably reliable guide to the conduct of associations which, in good faith, desire to do constructive service and to obey, not evade, the law.

"I do not suggest that the Department of Commerce assume any responsibilities whatsoever which are rightfully to be assumed by the industries themselves. I do suggest that the active co-operation of the Department of Commerce is a material aid to the effort of trade associations to direct the trade organization movement into helpful and lawful avenues under constructive policies."

Aside from the discussion of the legalistic technicalities involved, Mr. Compton defends trade associations in general as an important instrumentality for the industrial and commercial good of the public, as follows:

Trade Associations and Their Futures

"The next few years are undoubtedly critical ones for trade associations and for voluntary organization in any form in industry and commerce. The present generation of business men, generally speaking, has had experience with only one phase of the characteristic long-time, economic cycle, namely the general upward swing of prices during the past 30 years. Economists generally concur, though with some dissent, that this country and the world generally face the prospect of declining prices for a long period, possibly another twenty-five or thirty years, or longer. It takes no special genius to make a 'go' of business during a period where time is always on one's side and where debts contracted in dollars of greater purchasing power are repayable in dollars of less purchasing power. Not so, however, during the reverse period.

"If high living standards are maintained or high standards made higher, savings in cost, prevention of avoidable waste, conservation, and the institution of practical economies will be necessary during the expected coming period of declining general prices. Trade associations have made a large contribution to industrial and commercial economies and savings. The possibilities of such results have been little more than touched in many industries. We have vast possibilities in the lumber industry alone. The national lumber standards which we are working out with the Department of Commerce are a case in point.

Associations' Possibilities for Public Good Are Great

"Despite clever legalistic theories to the contrary, trade associations as a whole are now reaching a point where their possibilities for public good are vastly greater than their probabilities for public injury. Unless the principles of organized voluntary co-operation in industry and commerce can be maintained, it is not likely that individualism in enterprise can permanently endure. It may be intolerably handicapped. Together with the vast majority of my colleagues among trade association executives, I am heartily in accord with such action as may result in the development at the earliest moment on the part of trade associations everywhere of a sense of public responsibility for their policies and acts. With this attained there can be gradually developed a code, if you please, that will have the support of public approval and the general,

if not virtually universal, acceptance of trade associations. We are working in that direction and we are making progress.

"The public, to a greater or less extent, associates the high cost of living with the results of individual and trade co-operation. Attacks upon trade associations as representing voluntary organized co-operation in private industry are therefore not without substantial public acclaim and popularity. If I am correct in the thought that trade associations will have even a greater opportunity for constructive action in the next 30 years, perhaps it is not unreasonable to assume that an intelligent public can eventually be convinced of the fundamental usefulness and advantage of an agency which has much greater power for practical good than it has likelihood of evil.

"I earnestly hope, therefore, that your analysis of the situation involved in this one major field of association activity in the light of all the circumstances resulting from recent decisions, decrees and opinions, and the conclusions reached by the Secretary of Commerce in consultation with you, may be such as to confirm a continuance of the department's policy of constructive co-operation with trade associations."

FISH TRADE BIG USERS OF BARRELS

George K. Stiles, American Consul, writing from Stavanger, Norway, November 26, 1923, says:

Half a million barrels have been used so far in 1923 in the shipment of salted herring alone, while an additional 100,000 have been required in the exportation of mackerel. 100,000 barrels were employed in the shipment of soap, laundry and butter firkins.

All barrels are manufactured inside the district, and practically all of the staves are supplied from eastern Norway. The largest importation is of spruce staves for herring and mackerel barrels, and only tight staves are used.

The prices of mackerel and herring barrels in 1923 have ranged from 90 to 96½ cents per barrel. For soap and laundry barrels, pine is required, while beech is preferred for butter firkins. Small fish kegs, employed almost entirely in domestic consumption, are made of oak.

The only import from the United States in 1923 was small logs of oak intended for fish kegs.

The outlook for sales of American staves in this district can not be considered encouraging. The industrial depression now visible means necessarily a largely reduced consumption, while the availability of the domestic article, coupled with the very low labor charges, make American competition extremely difficult. The nearness of the Swedish stave industry is another unfavorable factor.

It is understood that there are very large quantities of domestic staves for sale, and the tendency is to downward prices.

The best means of selling in this market is through local agents and the maintenance of fair stocks in Stavanger.

The most popular dimensions of staves for the Stavanger market are: ½ by 28 by 2, 2½, 3, 3½, 4, 4½ and 5 inches; ½ by 17 by 3 to 6 inches; ¾ by 33½ by 2 to 5 inches; ¾ by 18 by 2 to 5 inches.

Present buying is entirely of a hand-to-mouth nature, and domestic producers are offering two months' credit for delivery, although in the majority of such sales a bank guarantee of final payment is required.

AMERICAN WIRE NAILS PREFERRED AND IN KEG SHIPMENTS

American wire nails are preferred in Japan, as elsewhere in the world's markets, because of the quality of the steel which is used in their manufacture and the method adopted for packing for export. It would be futile to attempt to outline any one wire-nail assortment typical of the local demand for the reason that sectional requirements are so different. The common Tokyo-Kokohama assortment differs from that obtaining in Osaka, and in each field there is a multitude of these specifications, depending on numbers of kegs of each length and diameter of nail. However, the nail used throughout Japan is the countersunk checkered head, packed in pine kegs of 133½ pounds net each. Nails in packages are not often called for.

TOOL COMPANY PURCHASES STEEL PLANT

Expansion of the Simmons Machine Tool Corporation, Albany, N. Y., has resulted in the purchase of the High Speed Steel Corporation at Green Island, N. Y., valued at \$375,000, after the steel corporation was declared bankrupt. The Green Island plant will be used for steel products, Charles A. Simmons has announced.

\$12,000,000 BREWERY PLANT NOW DEVOTED CHIEFLY TO CHEESE MAKING

When prohibition became a law in the United States the Pabst Brewing Company had a \$12,000,000 plant in Milwaukee. Naturally, as a result of the Volstead act, the value of the plant decreased appreciably. The management was more or less in doubt as to what could be done to use the immense plant, as it was realized the demand for near-beer could not develop orders that would operate it at capacity.

Several years before this time, G. A. Nichols points out in *Printer's Ink*, Fred Pabst had severed active connections with the brewery and had retired to his farm near Oconomowoc, Wis., where he devoted himself to breeding Percheron horses, Holstein cattle and other fancy stock and incidentally learned some valuable lessons in the merchandising of dairy products.

When prohibition created the problem for the brewery he again took charge of the business to see what he could do toward saving it from the fate that since has been visited upon many other brewing interests.

"What followed is an instructive lesson in what aggressive advertising and a well-balanced merchandising policy can bring about, even when the odds are great," states the writer.

Today, a little more than two years later, the Pabst corporation is a going and growing concern. It is not making as much money as it was when brewing beer. But it is making a fair return on its investment, and its officers believe it is now on the way to a profitable and permanent business.

Cheese is the product with which the transformation is being worked out. One of the features of the plant is a great refrigerated warehouse, larger than any downtown office building in Milwaukee—a structure that cost, at pre-war prices, more than \$6,000,000. But instead of the almost endless quantities of beer with which it formerly was stocked it now contains cheese—millions of pounds of the various varieties, aging and curing against the day when it should be subjected to the remaking process. Many floors of the monstrous warehouse are still unoccupied, but the constantly expanding merchandising program is rapidly filling it.

W. O. Moller, general salesmanager of the corporation, says: "The whole thing goes to show that merchandise is merchandise and selling is selling, no matter what may be the direction in which your effort trends. In the old days we didn't know anything about cheese. But we find now that the same machinery that used to sell beer is selling cheese. The adaptation is slightly different, the field is not the same, but basically our present selling shows no variation from the principles on which we achieved our initial success."

The corporation is also producing and merchandising soft drinks, including near-beer, and has disposed of certain portions of the property to manufacturers on long-time leases and sells them water, light, heat and power from the central station of the plant.

A brewery property in a Southern city, representing an initial investment of more than \$5,000,000, was sold a couple of months ago for \$375,000.

"In the light of the Pabst experience this seems to be a tragedy that could have been averted by getting something to sell and then putting some real merchandising pressure behind it," the writer concludes.

HOLDING FOR HIGHER PRICES, CRANBERRY GROWERS LOSE OUT

New Jersey cranberry growers, who stored large quantities of the berries with expectation of higher prices this winter, have lost through the slump in prices, attributed to the glut of other fruits in the markets. Oranges have been unusually cheap this year, and there have also been lots of apples, pines and raisins to compete with cranberries, now plentiful at wholesale prices quoted in the city markets at from \$1 to \$3 per half barrel.

Owners of big bogs declare they lost through an agreement to hold back part of their berries to permit the small bog owners to market all of their crop. The early sellers got the top of the market at prices nearly double what cranberries are bringing now. This agreement was effected through the sales exchanges.

Lower sugar prices stimulated the cranberry market to some extent, but some of the bog owners still have carloads of berries on hand.

SHARON STEEL HOOP CO. REPORTS BEST OF MANY YEARS

The annual report of the Sharon Steel Hoop Company, Sharon, Pa., just issued, shows the concern in better financial condition than for many years. There is talk of a dividend being declared on the common stock.

1924 RAILROAD FREIGHT SHIPMENTS ARE EXPECTED TO EXCEED 1923 BY 10 PER CENT.

Railroad freight shipments in the East this year are expected to exceed those of last year about 10 per cent., but the situation can be adequately handled, as box cars will not have to be exported to the West to handle grain traffic as in former years, the Middle Atlantic States Regional Advisory Board announced recently.

The board, which was formed January 3d, met early in February, in New York, to complete its organization. It was originated by shippers in New York, Eastern Pennsylvania, Maryland, Delaware and New Jersey to co-operate with the car-service division of the American Railway Association, whose functions include distribution of freight cars throughout the country.

M. J. Gormley, chairman of the car-service division, told the board there were 113,000 more box cars west of Chicago now than ever before; that roads operating in that territory have more box cars of their own on home lines than at any time in the last seven years, and that fewer box cars belonging to Western carriers were in the East than ever before.

Mr. Gormley declared that unless there was a strike or other disturbance, cars would not have to be arbitrarily transferred in 1924.

The eastern freight situation in ensuing months was anticipated from reports compiled from questionnaires submitted to shippers by the board. These reports forecast the following increase in shipments: Salt, cotton, silk, copper, lumber, petroleum and petroleum products, cement, automobiles, shoes and sand and gravel, 10 per cent.; lumber during the first six months of 1924, 10 per cent.; confectionery and chocolate, 25 per cent.

TEXAS CROP OUTLOOK IS EXCELLENT

Recent report from Dallas, Tex., says: "Cold weather several weeks ago set back fruit, giving Texas a chance to produce a good crop. The cold weather was also helpful in killing the boll weevil. Warmer weather the last two weeks has enabled farmers to make good progress in soil preparation. Spring wheat in Texas is being sown and, because of not getting a full crop of fall wheat, the spring acreage will be larger than usual."

"Taking the State as a whole, it is believed the outlook for crops was never better at this season, due to excellent rains, the climatic conditions and progress in soil preparation. The consensus is that, while cotton acreage will be larger in Texas this year than last, and may reach 15,000,000 acres, it will not be planted to the exclusion of everything else."

"Farmers and business men continue to hold an optimistic view regarding 1924. Dallas' wholesale business reached record proportions in 1923, or approximately \$700,000,000, and the spring buying season now under way here gives foundation for the belief that 1924 business will exceed last year."

"More buyers have visited the market and their purchases have been larger than during any corresponding period in history. The oil industry has been greatly stimulated by recent advances in the price of crude oil, and this is reflected by much heavier purchases by merchants from oil-field towns."

URGES COAT OF VARNISH FOR FRUIT AND ELIMINATION OF PRESERVING

A thin coating of varnish or shellac placed over fruit will eliminate the necessity for preserving, according to William Downie, of Cleveland, Ohio, who, on February 8th, addressed the convention of the International Association of Master House Painters and Decorators, at Atlantic City, New Jersey.

Declaring that people eat varnish every day without knowing it, the speaker explained the manner in which candy is treated to insure its freshness when sold.

"For fruit," Mr. Downie said, "all that is necessary is a thin coating of varnish or shellac. It will last for months, retain its original flavor and beauty, and no one need fear that there will be any suspicion of a varnish flavor. In fact, people eat varnish every day and don't know it. Nearly all candy that is made to sell months after it is put in boxes is coated with varnish or shellac. Since varnish comes from trees and vegetables, it should not harm any one to be told that he eats it."

Mr. Downie said that fresh eggs will last all winter if treated with the liquid. "The problem of keeping air outside of the shell is solved by this method," he asserted.

ENORMOUS AMERICAN ICE CREAM PLANTS AWE FOREIGN REPRESENTATIVES

Representatives of England and Ireland who attended the World's Dairy Congress last fall and made a study of American dairy methods are as one in their praise of what has been accomplished here in the production, handling and popularizing of this most important food. In this country we are now so generally accustomed to the advantage of an ample and safe milk supply that the comments of these visitors come with a refreshing surprise, and those who have had a hand in the upbuilding of the industry may be pardoned if they feel considerable pride in what has been done.

"Milk and ice cream plants are on a huge scale almost quite unknown in these countries," says Denis Hegarty, general secretary of the Irish Dairy Shippers' Association, in an interview given to the Irish press on his return. "So far, at any rate, as the American cities and large towns are concerned, distribution of milk in open vessels does not now exist. All milk, whether sterilized, pasteurized or raw, is delivered in sealed bottles of varying capacity. It is sent long distances by special milk trains in refrigerated wagons (cars) to cities like New York."

"The consumption of ice cream is enormous, and is not confined to the warm season. The importance of this industry may be gauged from the fact that in the United States it has increased from 80,000,000 gallons in 1909 to 263,000,000 gallons in 1922. This is due to the progressive attitude of the manufacturers, the phenomenal development of machinery and equipment, trade papers and books, agricultural colleges, experiment stations, etc."

"The propaganda popularizing the use of milk has been extended even to the schools, where by means of simple plays and other methods the nutritive value of milk and other dairy products is thoroughly impressed upon the minds of the children. That all this has been effective is shown by the fact that the consumption of milk per head in many cities in the States has increased 50 per cent., and in some cases has been doubled."

Speaking of milk-advertising exhibits of the United States Department of Agriculture and various States at the National Dairy Show, an English delegate to the congress says: "Scientists may, perhaps, view exhibits of this kind with distrust, and opinions may differ as to their effect on the views of the Britisher, but the success of milk publicity campaigns in America is indisputable. The average consumption of whole milk in the United States is over one pint per head per day. In England it does not reach half that figure. The moral is obvious."

MODERN MACHINERY-EQUIPPED GLASS PLANTS ARE KEPT BUSY

A slowing up of the glass industry has been noted in some of the South Jersey centers, according to late February report from Glassboro, N. J., particularly where factories have not been equipped with the more modern machinery. Well-equipped factories continue busy, and they are said to have sufficient orders to carry them well into the spring.

Production has gone along steadily through the winter so far, with a few exceptions. In some quarters it is believed that an industrial readjustment is well under way at Millville, where factories have drawn their fires and even the office forces have been reduced, an unusual procedure except where a long shutdown is expected.

O. J. HILL APPOINTED RECEIVER OF THE OZARK COOPERAGE AND LUMBER CO.

During the latter part of December, 1923, the Ozark Cooperage and Lumber Co., St. Louis, Mo., was placed in the hands of a receiver, the company's first president and founder, O. J. Hill, of Kansas City, being appointed receiver on January 31, 1924.

The company was capitalized at \$1,500,000. L. M. Preston, vice-president, in commenting on the receivership at the time, stated that it was a "friendly procedure brought on by the stockholders with the idea of reorganizing the business." The concern is incorporated under the laws of New Jersey.

A VALUABLE BOOK FREE ON REQUEST

Annually the International Apple Shippers' Association, whose executive offices are at Rochester, N. Y., has issued a valuable book containing all important laws relating to grades, standards, marks, packing and packages that have to do with perishable products. A revised edition of the "Grades and Standardization Laws of the United States and Canada" is now out and is sent free upon request to all interested.

AUTOBIOGRAPHY OF A WOODEN BARREL

By Frank Nester

In the January issue of The Look Box, a monthly review of the refining department of the Texas Oil Company, appeared the following autobiography of a wooden barrel by Mr. Frank Nester, general manager of the Portland, Maine, territory of the Texas Oil Company, which we are sure will prove interesting to every member of the cooperage industry.

There was a time when I was a great factor in the oil business, and I was the only container that for many years proved satisfactory for the transportation of the products of the oil refining business.

When this business was in its infancy, I was used as a container for the crude oil as it came from the bowels of the earth, and loaded on to wagons drawn by horses that traveled through mud and mire oftentimes hilly deep, in order to convey me to the refinery to relieve me of my precious burden. Sometimes I was conveyed to barges on the river, which I did not like so well, because I was subjected to greater hardships.

I was handled very roughly by being carelessly thrown on to skids from the wagon and compelled to roll on my belly to the barge. I sometimes would fall off the skids and when I was picked up it was found that I had broken ribs and a fractured skull.

I was exposed to all kinds of weather during my journey on the barge, and many times during my journey, which was several days, I often wondered why they did not take better care of me, since I was valued so highly as a faithful container, in fact, the only container that could meet the requirements of the money-mad prospectors at that time, and the conclusion I arrived at was that the prospectors were so busy trying to devise some other means of transportation that they simply ignored the question of my comfort. Finally a genius found that a pipe-line laid four miles long was a more efficient way of transporting the green and yellow fluid, and a man who was destined to become the greatest captain of industry improved on the four-mile line so that the crude oil could be conveyed to any distance required. This, of course, did away with my usefulness as a means of transportation of crude oil.

My service as a container of refined oils, such as kerosene, gasoline and lubricating oils, never had for many years any comparison as a means of transportation.

I was generally kept in good condition by the different companies who employed me, and each company tried its best to outshine the other company in giving me an outside appearance that would be attractive to the merchant, which led up to decorating me with all the colors of the rainbow. Then, like the Persian fashion makers, an enterprising concern known in the printing business came along with the idea of a label bearing the company's advertisement on it, and pasted it on my head. But when I arrived at my destination bareheaded so often this fashion almost became extinct, and the companies returned to the use of the stencil, which in many cases was made up of three different colors, and great pains were taken to have me look very attractive when delivered to the merchant.

Notwithstanding all the labor and expense required to have me looking so nice, many of the merchants gave me little or no care. I was often kept in a heated room where there was no circulation of air. Sometimes I was left standing outside in the hot sun all day long, and in a very short time I was a deplorable sight. I began weeping from being overheated, and Dr. Cooper was sent for, but he being so busily engaged on account of this weeping epidemic, Dr. Novice was called in, and immediately commenced to pound me all over where I was standing, and the more he pounded the more I wept, and by the time he was through with me I was a fearful sight. I was not only stripped of all my beautiful colors, but I was weeping more freely than at first. Finally Dr. Cooper arrived on the job and asked what doctor I had, and when told Dr. Novice, Dr. Cooper said: "He is an osteopath and did not prescribe properly." He then gave me an emetic that caused vomiting all of my contents into a tank, and I was sent to the hospital of rejuvenation.

However, as time passed and competition in the oil business became keener, the best brains of all the well-regulated oil companies were at work trying to reduce the cost of my periodic breakdowns.

In the early days there was a value of \$5 placed on me and sometimes as high as \$6, and it has been stated by very good authority that the high price of my employment retarded the progress of their business for many years, until they discovered that with the

aid of certain machinery that could employ me at \$1.25, and the cost of my maintenance was the same as before, and this cost was seldom very great except when I was subjected to rough handling.

Sometimes I came home with a few broken ribs, sometimes with my skull crushed in, sometimes my mouth would be stretched wide open, and various holes bored in me. It was repeatedly necessary to send me to the hospital to undergo severe operations before I could be of service to my employer. However, my employer always knew that nothing but fire could ever destroy my life.

I have made many voyages to different parts of Europe, and in fact I have been around the world several times. I have been shipwrecked a few times, and in such cases have saved the lives of a few people who clung to me and drifted on the angry seas until picked up by some ship that happened to pass. I was allowed to drift for many days and nights until I reached a landing place thousands of miles from my native home. Then my wanderings from nation to nation, and from town to town would bring me back to my employer where I was nursed back to my former strength and dressed up in the latest style and again started on my travels over land and sea.

Notwithstanding all the accidents I have met with and all the hardships I have endured, I am still alive and in robust health, and by being kept in use for the work I was intended for the life insurance companies, insofar as I am concerned, may continue to add to their already large surplus fund, because they will have no death claims to pay me unless I am destroyed by fire.

I have lately had one of my heads cut off, and this sacrifice I willingly agreed to, inasmuch as I still have one good head left. My employer then presented me to the night-watchman who lives in a cottage on the plant, and I am now acting in the capacity of a rain barrel, and so long as I can be of service to my employer I do not feel justified in asking for a pension. Aside from the exposure to all kinds of weather, I like my present position very well, because I am not subject to the rough handling of the railroads, stevedores, teamsters, etc.

The march of progress has cast me aside as a useful container of oil, and a steel barrel has been substituted in my place.

A few days ago the garbage can was being taken from the yard and its contents were dumped into a cart, and the empty can was left standing by me for a short time. I said to him: "You give off a very offensive odor, and I wish you would move on to your place further down in the yard."

He replied by saying, "Don't chide me so, I am very unfortunate. I have met with several accidents, and I am now considered of no further use in the position I was originally intended for. The first trip I made my skull was crushed in by rough handling and I lost all of my contents. I was taken to the hospital and they put a plate in my skull."

I said, "Judging from your appearance one would think you are very old, your sides are all bent in, and you are all out of shape."

He said, "No, I am only about two months old, but I have been knocked about so in transit that I have lost all my shape and can never hope to regain my former appearance. Not long ago, while I was being loaded into a freight car, I was thrown down on the floor and struck against a sharp piece of steel that punched a hole in my side, and it required two men to lift me up, but having no hospital equipment convenient they laid me down again in such a manner that my punctured side was upright, but before I reached my destination I rolled over again and lost all of my contents. On my return home empty I was so badly used up that they decided to send me to the junk pile. There I lay for several days until rescued by the watchman who now uses me for a garbage can. I notice they keep you nicely dressed up, but I don't think they can put anything on me that can improve my appearance. However, since I am fit for nothing but a garbage can, there is little use in trying to improve my appearance."

He then told me that even when he was at his best he was subjected to all kinds of abusive language by the men who handled him, because he was so clumsy, and it always required two men to stand him on his feet. The smallest hole punctured in his side necessitated his being emptied of his contents and removed to the hospital, where, after going through an operation, they injected a pressure of air into him which caused great pain to his whole system, and sometimes the pressure was so strong that it would break through some other part of his body that happened to be weak. "Well," I said, "cheer up, Mr. Steel, and control your temper the best you can. You are a victim of circum-

stances, but the march of events never seems to grow weary, and some day a genius will come to the front with your successor and relieve you of all your troubles, but if I can be protected from fire I will be on the job to tell them of my travels and the hardships I have come through."

GASOLINE STOCKS UP 1,536,503 BARRELS

Gasoline stocks increased to the extent of 1,536,503 barrels during January, according to reports received by the American Petroleum Institute, New York, February 21st, covering approximately 65 per cent. of the operating refinery capacity of the United States. Pipe line and tank farm crude oil stocks east of the Rockies decreased 1,141,000 barrels in January.

The daily average gross crude oil production of the United States increased 3,900 barrels for the week ended February 16th, totaling 1,918,900 barrels, the summary said. The daily average production east of the Rocky Mountains was 1,248,950 barrels, an increase of 15,700. California production was 669,950 barrels, a decrease of 11,800.

Oklahoma shows a daily average production of 406,250 barrels, decrease of 3,800; Kansas, 71,500, increase of 450; North Texas, 65,700, increase of 300; Central Texas, 192,650, increase of 4,700; North Louisiana, 52,450, decrease of 750; Arkansas, 116,800, increase of 3,750; Gulf Coast, 95,600, increase of 7,050; Eastern, 103,000, decrease of 1,000; Wyoming and Montana, 145,000, increase of 5,000.

Daily average imports of petroleum at principal ports for the week ended February 16th were 268,571 barrels, compared with 221,857 for the previous week. Daily average receipts of California oil at Atlantic and Gulf coast ports were 201,143 barrels, compared with 173,000 for the previous week.

LINSEED OIL CONSUMPTION IS INCREASING

Linseed oil consumption is gradually increasing in spite of the sparing purchases evident among the trade. Buyers, have declared asking prices too high, but crushers say the evident shortage that prevails justifies the steady increase in value that has held since last October. The increase has approximated 13 cents a gallon on all grades, with indications that higher prices will be asked before the new seed crop is in.

Argentine shipments from the first of the year were 1,600,000 bushels to the United Kingdom, compared with 704,000 the same time last year; to the Continent, 3,500,000 bushels, against 3,800,000, and to the United States, 2,800,000 bushels, against 3,100,000. Total shipments approximate 12,000,000 bushels, compared with 10,000,000 last year.

Crushers assert there is danger of a scramble for oil among paint and varnish makers if a demand develops within the next few weeks, as the new seed crop will not be ready until May. The paint trade has been the largest buyer, as its spring season is about opened. Philadelphia mills have been working day and night, their total production being almost one-half of the total output of six big mills in New York during the last three months.

Due to the movement of wheat at this time of year, dealers in flaxseed are finding it difficult to obtain vessels to move their merchandise to the United States promptly. The rate on nearby tonnage has stiffened, and vessels have been attracted out of tie-up in the United Kingdom by the demand.

LOWER MISSISSIPPI VALLEY REPORTS COLD DAMAGES FRUIT

Damages to the fruit crop of the Lower Mississippi Valley ranging from 10 to 25 per cent. have been caused by the long spell of cold weather, according to Lionel L. James, statistician for the Department of Agriculture, New Orleans, La., reporting under date of February 23d. Truck crops in Louisiana and Mississippi have been set back. Farmers are behind in their spring preparation and planting.

F. S. CHARLOT

An announcement that deeply affected the cooperage trade was that of the regrettable death of F. S. Charlot, president of the Ozark Cooperage and Lumber Co., which occurred February 3d in St. Louis, Mo.

Mr. Charlot was well and widely known throughout the cooperage industry, having been a most active member of the trade ever since his connection with it. He was a member of the Executive Committee of the Associated Cooperage Industries of America at the time of his passing, and at one time served as president of the body.

BUFFALO COOPERAGE MARKET

The slack cooperage trade has been about steady lately, with a fair number of flour barrels wanted, and some called for in other lines of industry. Export flour trade has its ups and downs. Just now it is being interfered with by the uncertainties of foreign exchange, but there is hope that the conditions abroad will steadily improve from now on. Local milling outlook is bright, because of the addition to the city's flour capacity, which becomes effective later in the year.

Stock Price Market Stronger

Prices on slack material have become a little stronger during the past month, especially on hoops. The buying of all material has been on a small scale, with country coopers not disposed to take hold yet. The market has not been as flooded with transit cooperage stocks as in times past, which is a good thing for the interests of the trade. Coopers well remember when this section used to be a dumping ground for mills which took a chance on finding customers, but the present demurrage charges are too heavy to make such taking of chances advisable.

Apples vs. Oranges

A large number of apples are said to be in the different storage houses of Western New York. A report from Holley, Orleans County, says that there are over 50,000 barrels of apples still in the local cold storage plant, which is considerably more than the number a year ago. The same condition is said to prevail in other storages. This would indicate that the public is not taking very kindly to apples. No doubt many persons are giving the preference nowadays to oranges, which can be bought as cheap as apples. At five cents a piece, a retail price made by many stores, apples look expensive.

The Gum Vinegar Barrel

A member of the tight-cooperage trade says that gum barrels for vinegar have advanced to \$2.75, as compared with \$2.50 only a short time ago. During the past few days a sharp advance has taken place in new cooperage and especially in this sort of barrels. A good many manufacturers of vinegar are protected under old contracts, and some will turn to second-hand barrels, if necessary, rather than to pay the advance. Inquiry for new barrels is reported good, but because of the low prices on their product, as well as to a poor season last year, the vinegar manufacturers have not begun to place many orders.

Chinese Industrial Committee Inspect Buffalo Industries

Members of the Chinese High Industrial Commission were scheduled to spend Washington's Birthday in Buffalo, as well as the day following, as guests of the Buffalo Club. Their visit was for the purpose of looking over the city's industries and obtaining ideas from local manufacturers. China is too far away to buy barrels in Buffalo, but it could undoubtedly help to keep this city's flour mills busy. It is flattering to local pride to learn that the Chinese visitors cancelled engagements in two other industrial cities to come here, after learning of our unusually diversified industries.

Trade Notes and Personal Mention

Flour barrel trade with the Niagara Cooperage Co., Lockport, N. Y., has been fairly good lately, although two of the flour mills were shut down for a few days last month on account of the water being withdrawn from the barge canal temporarily.

H. T. Pennypacker, president of the Quaker City Cooperage Co., has returned from a business and pleasure trip to Philadelphia. The shop is turning out about its usual number of barrels this winter.

Jackson & Tindle are operating their two Michigan lumber mills actively and report that snowfall there has been heavy, so that traffic on the rail lines has been impeded.

William D. Olmstead, president of the Niagara Falls Milling Co., died on February 17th at Saint Augustine, Fla., where he had been for several weeks. He was 82 years of age and had been interested in milling and in Niagara power development for some years.

DECENTRALIZATION OF MILLING INDUSTRY IS GOING ON. BUFFALO A GROWING CENTER

That a decentralization of the milling industry is taking place is shown in announcements of the leading flour milling companies of the building of new mills at Buffalo, N. Y., and the enlarging of milling capacities at that point.

The Russell-Miller Milling Company has announced the closing of its mills at Jamestown, Bismarck and Valley City, N. D., and the construction of a new 3,000-barrel mill at Buffalo. The Pillsbury Flour Mills Company, Minneapolis, Minn., expects to open its new 10,000-barrel mill at Buffalo this year. The Washburn-Crosby Company already has a milling capacity of 22,000 barrels daily at Buffalo, equal to about two-thirds of its Minneapolis capacity.

The total capacity of all mills at Buffalo now, 35,800 barrels daily, is expected to be increased to at least 50,000 barrels this year. The total Minneapolis capacity is 96,600 daily, but the mills there are running light and, in all probability, flour production at Buffalo will exceed that of Minneapolis during 1924.

The development of milling at Buffalo disproves the theory that it is advantageous to manufacture finished products near the source of supply of raw material. It is pointed out that milling is following the iron and steel industry in hauling its raw material from a distance and manufacturing its finished product close to the centers of production. Millers are going to Buffalo because of advantageous freight rates, its proximity to the natural eastbound flow of Canadian wheat for export flour and the fact that it is closer to the thickly populated section of the United States.

W. C. Helm, vice-president of the Russell-Miller Milling Company, said millers have built up a valuable flour trade in New England at a considerable cost. He said the disparity in freight rates at Minneapolis has been a factor in influencing millers to turn to Buffalo.

"Bulk commodities, such as grain," he said, "are being carried on lake boats at such rates as the carriers see fit to make. Bulk rates are a matter of bargaining, while package rates, including flour on American boats, are fixed and are under Interstate Commerce Commission regulation. The lake-and-rail rate on flour from Minneapolis to Buffalo is 28 cents per 100 pounds, or 21½ cents from Duluth, while grain is shipped down the lakes for as low as 5 cents per 100 pounds. This amounts to a disparity that favors the east end of the lake rather than the west, when it comes to manufacturing flour."

"The tremendous crops of wheat in Canada are a factor. The Canadian wheat price is lower than the American. Buffalo is a point of advantage in milling Canadian wheat in bond, under government regulations, for at that point United States millers can compete with Canadian millers for export business. At Buffalo there is no 'out-of-line' haul in wheat going out of the country, while Minneapolis has to pay for an 'out-of-line' haul."

"Canadian railroads make low rates on grain because of land grant provisions, and Canadian wheat moves into Port Arthur at a lower rate than it moves to Duluth or Minneapolis."

Millers assert that a very fine line exists between margins of profit or loss in the milling business and, for that reason, the highly competitive industry must seek out and avail itself of every possible advantage. If normal profits of twenty-five cents a barrel could be assured continuously, prosperity could exist, they say. Millers must now be content to do business at a 3 per cent. net profit on their turnover.

Changed buying conditions have also prompted millers to move nearer the East. Flour buyers along the seaboard, who used to store their flour for three or four months in advance, have been cautious buyers since 1920, and are now buying on a hand-to-mouth basis. Mills close by are better able to serve them. They can make quick deliveries and the Buffalo product reaches them in better and fresher condition than shipments coming from the northwest.

Millers say that, while production in Minneapolis may be somewhat reduced, there is no likelihood that Minneapolis is to surrender its lead as a milling center. They explain that when the mills are running at capacity at Minneapolis the premiums on northwest spring wheat are bid up to a high level, which is to the terminal millers' advantage.

WITH PHILADELPHIA COOPERS

"Fair" seems to be the word that best characterizes the condition of trade in the Philadelphia barrel market right at this time. During the past fall and winter the situation was not anything to make the local coopers enthuse, but there is at present apparently an appreciable brightening that, at the very least, furnishes the basis for optimism in the local trade's outlook for the coming months. Plants that were on curtailed schedule as late as a month ago are beginning to feel the reaction of a slightly stronger demand that has sprung up in the past three or four weeks and full forces are being used in several of the larger shops throughout the city.

Condition of Oil Market Reflected in Cooperage Trade

The local tight market suffers depression or enjoys prosperity in direct ratio to the slackness or briskness of the oil trade. The immense oil refineries located here wield a controlling influence on the cooperage business in this vicinity and their consumption of barrels determines whether the Philadelphia cooperage plants are to be busy or idle. When the oil refineries are out of the market the local trade must rely on the comparatively small consumption of other lines, which, in this district, do not furnish enough business to keep one-third of the shops on full-schedule operation. During the past fall and winter the demand from the oil companies was decidedly poor, but there is a clearly noticeable betterment in the situation today. Some fair-sized orders for re-coopered barrels have been placed in the course of the past three weeks in which quite a number of the local shops participated either as direct shippers to the refineries or as sub-contractors, and there is further good business in prospect. The consensus of opinion, gathered in a canvass of the city's tight plants, is that the spring will develop a sufficient volume of business of a sustained character to provide a fairly prosperous summer season.

Business in new barrels is in the doldrums at this writing. Demand is at a low ebb at present and the hopes of the dealers are pinned on the expected pick-up when the annual spring brewing and packing season opens.

Retail distributors are timid about placing orders until their needs can be more accurately gauged, and, as a consequence, the wholesalers are simply marking time.

Slack Line Looks for Business Improvement Beginning with March

In the slack line the situation about parallels that of the tight market. Consumption is not great enough to warrant full-time operation of the shops, which are on a part-time schedule, except where stock is being made up in preparation for future demand. Here, however, optimism as to the outlook for summer business also obtains, and slack dealers are expressing confidence that next month will bring a normal volume of orders.

All in all, the situation in both branches of the cooperage trade is "soft" but promising. Prices in both tight and slack lines are stiffening a trifle and the trade as a whole is convinced that the pendulum is on the upward swing.

BARREL FACTORY HAS FIRE

A stubborn blaze in the barrel factory of H. Siemon's Sons, 2219 North Second Street, Philadelphia, Pa., February 13th, caused a heavy loss and some two hours of strenuous work on the part of the fire department before it was under control. The fire, which started on the second floor, quickly spread to every part of the building, as the barrels were quickly ignited. Police Inspector Herbert, who was on the scene, called out policemen from three stations and began the task of removing the barrels from the building, fearing that some of them might be smoldering.

Out through the windows the barrels were thrown, one at a time, until the street was filled with them—a heap almost thirty feet high.

Almost a score of horses in the stable of Isaac Ferguson, adjoining the burning building, were led to safety by the firemen when part of the stable ignited. Only small damage was done to this property.

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- 1 No. 26 Holmes Chipper.
- 1 No. 24 Holmes Dish Stave Jointer.
- 1 Oram Double Wheel Jointer, similar to catalog page 24.
- 1 Oram Heading Rounder, page 42.
- 1 Glader, Chicago Bush Machine (heavy duty).
- 3 Oram Large Size Hoopers.
- 1 National Milwaukee Blower Exhaust Fan (large size).
- 1 Holmes Knife Grinder.
- 1 Diamond Knife Grinder.
- 1 Large Gerlach Bolt Saw.
- 2 No. 70 Bung and Bush Machines.
- 1 No. 15 Holmes Croser.
- 1 Glader (heavy duty) Double Punch Machine.
- 1 No. 23 Holmes Stave Hollower.
- 1 No. 24 Holmes 24" Heading Planer.
- 2 No. 19 Holmes Heading Rounders.
- 1 No. 6 Holmes Equalizer.
- 1 No. 55 Holmes Stave Bender.
- 1 No. 17 1/2 Holmes Heading Jointer and Doweler.
- 1 No. 34 Holmes Riveter.
- 2 Fluenger Portland Bush Machines.
- 3 Oram Post Borer and Bush Machines.
- 1 No. 21 Holmes Dowel Pin-Making Machine.
- 1 No. 110 Holmes Double Spindle Boring and Bush Machine.
- 1 No. 16 Holmes Keg Turning Lathe.
- 1 No. 18 Holmes Heading Planer.

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Drum saws, 24", 18" and 15" bilge, Gerlach, Whitney.
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Presses, Wayne, Hoosier.

HEADING
Saws, Noble, Greenwood, Trevor, 48" to 60".
Planers, Trevor, Rochester, 20" and 24".
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Presses, Noble, Greenwood.

MISCELLANEOUS
Knife Grinders, Noble, Defiance.
Cooper tools, truss hoppers and all kinds of barrel building machinery.
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FOR SALE—

- Holmes No. 48 hoop driver.
- Brady double-end trusser.
- St. Joe Stapling machine.
- Toledo hoop welding outfit.
- Bliss hoop-forming machine.
- 60-inch Greenwood heading jointer.
- Greenwood power-feed heading jointer.
- Whitney 20-inch stave saw.
- Oram double-wheel stave jointer.
- All machines guaranteed.

WAYNE MACHINERY COMPANY,
Fort Wayne, Indiana.

FOR SALE:

- One Greenwood single stave chamfering and crozing machine.
- One Greenwood stave equalizer for 24-inch staves.
- Five Widdowson 32-inch knife jointing machines.
- One Widdowson 26-inch knife jointing machine.
- One Gerlach double-wheel, 46-inch stave jointing machine.

Address TREXLER COOPERAGE COMPANY,
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SLACK BARREL MACHINERY—FOR SALE CHEAP

Complete set of machines—motor and equipment—for manufacturing slack barrels and shooks. Strictly first-class and in A-1 condition. Detailed list and full information furnished on request.

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REBUILT STAVE AND HEADING MACHINERY
Two Greenwood Heading Turners.
One Heading Sawing Machine.
One No. 4 Stave Cutter.
ROCHESTER BARREL MACHINE WORKS,
Manufacturers of "Greenwood" Stave
and Heading Machinery,
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FOR SALE—Two stave rigs, complete with 26-inch Whitney cylinder saws. Will sell all or any part. Address BOX 37, Alderson, W. Va.

FOR SALE—Splendid slack stave sawing outfit. Address HARLAN STAVE CO., Stanardsville, Va.

FOR SALE—Fifteen acres and slack stave machinery at Des Arc, Ark.; excellent location. Will sell machinery separately, cheap, favorable terms. Address GUY F. BASSETT, 215 Standard Bldg., Fort Wayne, Ind.

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WANTED—The following machinery:

- No. 114 Holmes Kaiser.
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- No. 115 Holmes Trusser.
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- No. 134 Holmes Heading-up.
- No. 115 Holmes Hooper.
- No. 138 Holmes Bilge Hoop Remover.
- No. 1 Glader Hoop Expander.
- No. 1 Glader Automatic Coil Punch Machine.
- No. 1 Glader Automatic Riveter.

Address "BARREL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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We are in the market for second-hand slack barrel machinery. What have you to offer?

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WANTED—For slack barrels, a chamfer and crozer to take 34" staves and 24" heading; also steel trusses for same. THREE WAY BARREL WORKS, Mound City, Ill.

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FOR SALE—300 tanks, casks, vats and tubs with over half a million capacity, made from well-seasoned white oak and all in good condition.
Tanks—300 to 18,000 gallon capacity.
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Vats and tubs—275 to 4,000 gallon capacity.
Write for detailed list, prices and dimensions.
Address STONE HILL WINE CO., Hermann, Mo.

FOR SALE—About one thousand zinc kegs; no heads; two hundred tar drums, 50 or 55 gallons; two thousand galvanized drums; dimensions 21 inches high, 12 inches diameter, 8-inch opening; no covers. Will sell cheap. Address "KEGS AND DRUMS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—We have about two cars of 100-pound nail kegs; A No. 1 condition; without heads; will sell cheap. BRUECKMANN COOPERAGE COMPANY, 2415 S. Third Street, St. Louis, Mo.

HELP WANTED

WANTED—A first-class man as superintendent of a tight cooperage plant with a four hundred barrel daily capacity. Give full particulars in first letter. Address "FIRST-CLASS," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

FOR SALE—TIMBER LAND

We have forty-three thousand acres of timber land for sale and will sell all or any part of same. Tract consists of young growth pine and will cut eight to ten cords per acre. Located in Alabama. Address TREDAWAY COOPERAGE CO., INC., Jacksonville, Ala.

FOR SALE—Hardwood timber on 17,000 acres of land from which larger mill logs are being removed. Reasonable arrangements may be made by responsible purchasers. A good proposition for handle or slack barrel factory. Write care P. O. Box 609, Opelousas, La.

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Situated on two railroads and water transportation.
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WANTED—Manufacturers' agency on new kegs of all sizes. WESTCHESTER COOPERAGE, 210 Yonkers Avenue, Yonkers, N. Y.

SECOND-HAND BARRELS WANTED

SECOND-HAND BARRELS WANTED

We are in the market for several carloads of hardwood double-head Tar Barrels. Quote prices in first letter.

YASINOWSKY & COMPANY
19 S. Prospect Street
Youngstown, Ohio

WANTED—We are in the market to buy any quantity of second-hand single-head tar barrels. Address PERTH AMBOY BARREL CO., 1049 State Street, Perth Amboy, N. J.

POSITION WANTED

WANTED—POSITION AS SALES MANAGER

WANTED—A position as sales manager. Young man, 26 years of age, desires connection with cooperage or hardwood lumber manufacturing concern; has established clientele; is also competent to install traffic department and keep same up to date. Address "SALES," care THE NATIONAL COOPERS' JOURNAL, Philadelphia.

WANTED—By a practical tight barrel manufacturing cooper, with small established business to interest capital in the enlarging of his present plant to meet existing barrel demand, or will act in executive capacity, either outside or inside, for a substantial tight cooperage manufacturing company. Address "PRACTICAL," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

WANTED—Position as foreman of slack heading or cylinder saw stave mill in Florida or Georgia. Have had twenty-six years of experience. Prefer contracting job. Address "SAW," care THE NATIONAL COOPERS' JOURNAL, Philadelphia, Pa.

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WANTED—Two stave cutters at North Stratford, N. H. Apply by letter or in person. NEW HAMPSHIRE STAVE AND HEADING MILL, 17 Wall Street, New York.

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Two hundred thousand 22" white oak oil heading.
Two hundred thousand 22" red oak oil heading.
Two hundred thousand 36" gum staves.
LOUISVILLE COOPERAGE CO.,
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WANTED—Two cars of six-hoop red oak lard tierces. Address SCHAFFNER BROS. CO., Erie, Pa.

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FOR SALE—The plant, machinery, timber and other property rights of the McGhee, McCracken Veneer Company, Livingston, Ala. Plant covers ten acres of land which are owned by the company and is situated on the railroad right in the town of Livingston. Plant is operating and can be inspected at any time. For full particulars address MONETTE, TAYLOR & DOZIER, Trustees, Box 2511, Birmingham, Ala., or J. A. MITCHELL, Livingston, Ala.

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From five-gallon to full barrel sizes.
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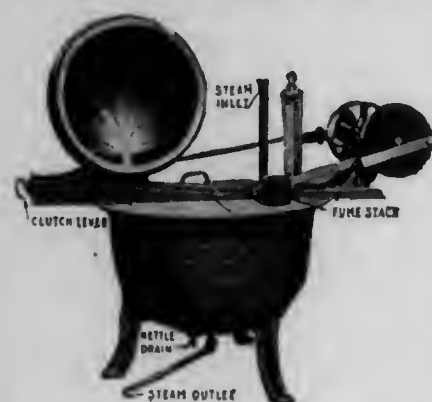
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For lining the interior of barrels, tubs, etc., with any hot or cold liquid coating. These Outfits can be operated by HAND or POWER, and will economize in labor, time and material.

A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. Capacity as fast as the men can handle the cooperage.

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and Does it Better Than Any
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Philadelphia

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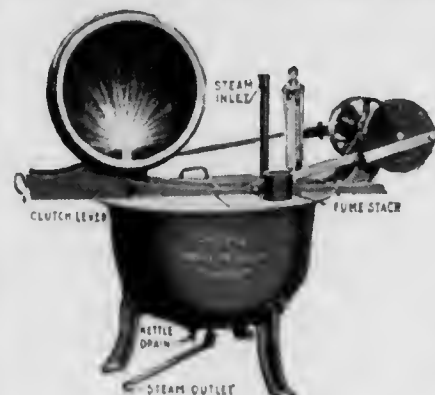
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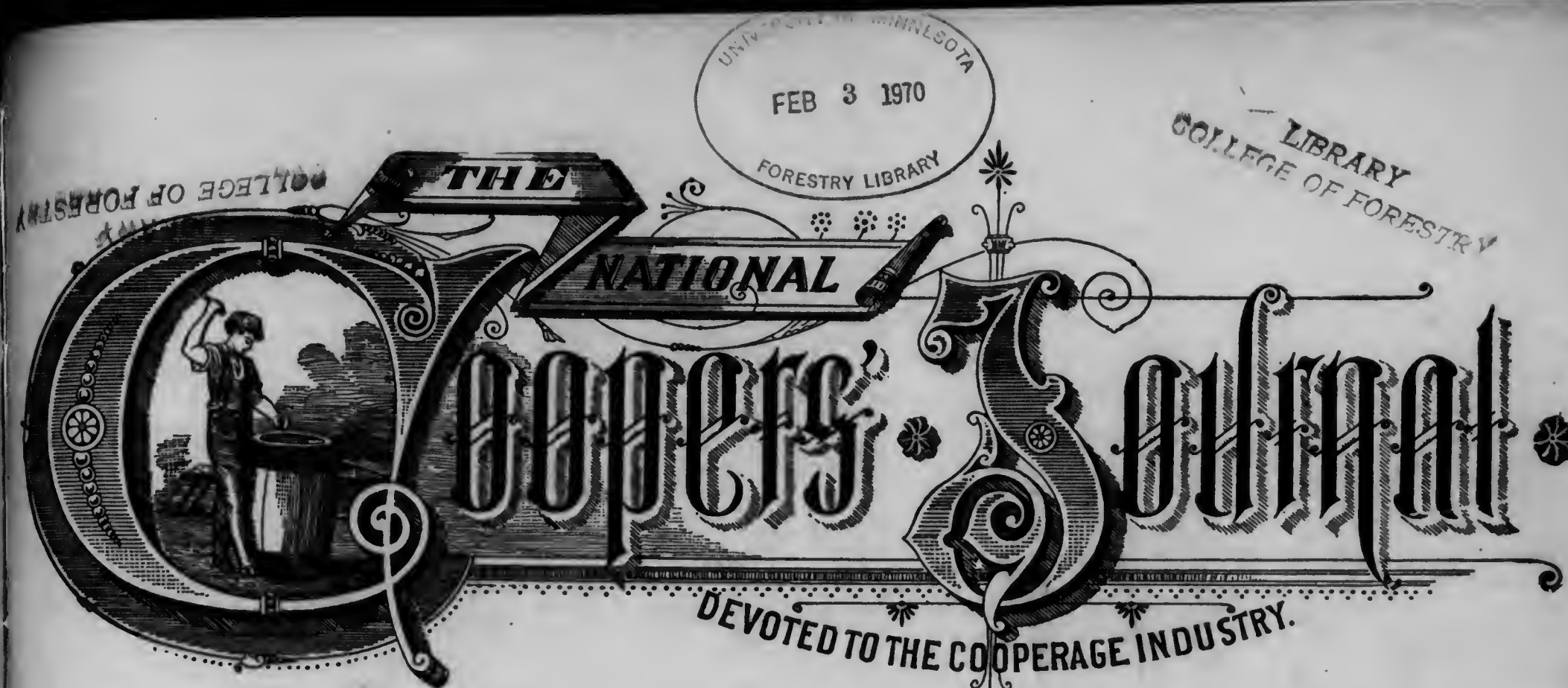
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A PAPER OF GREAT VALUE TO ALL STAVE, HEADING, HOOP MANUFACTURERS AND COOPERS

VOL. 39

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No. 12

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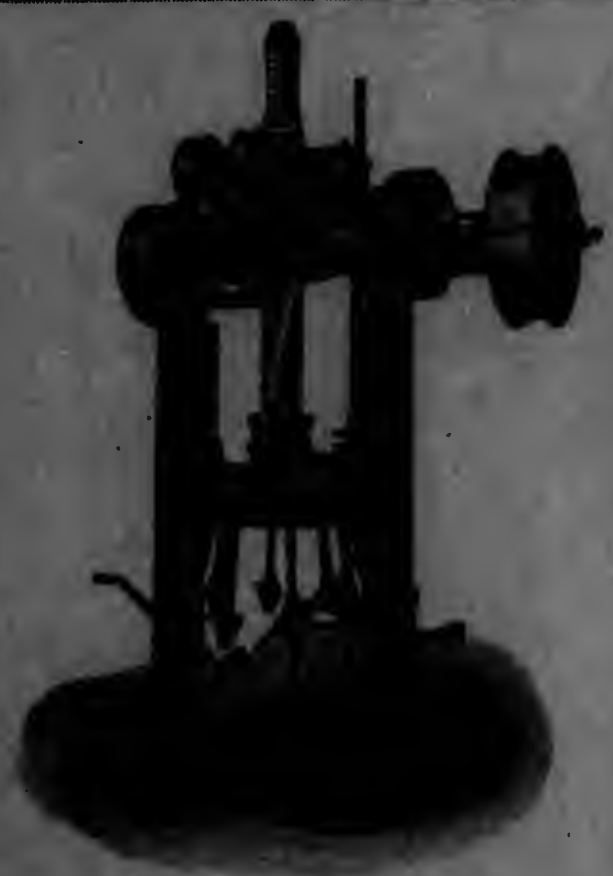
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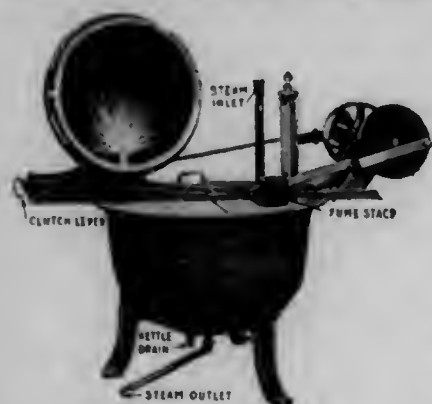
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A package is laid over spray nozzle, clutch thrown in and after pump has made from 5 to 6 strokes, clutch is thrown out and package is coated. Capacity as fast as the men can handle the cooperage.

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The National Coopers' Journal

THIRTY-NINTH
YEAR

PHILADELPHIA, APRIL, 1924

\$2.00 PER YEAR
VOL. XXXIX, No. 12.

New Orleans Reports Growing Tendency of Big Package Consumers Is to Manufacture Their Own Barrels. Growth in Fir Asphalt Barrel Trade Predicted

At this writing there is little activity among the city shops, though most of them have good supplies, both of stock and of made-up barrels.

Many of the Southern stave and heading mills are closed down, though the plant of the Union Stave Co., across the river from this city, is doing business as usual. They find a market for their No. 1 with the asphalt trade, and sell most of their No. 2 output to the salt mines, as some of the salt people make their own barrels. Some of the others talk about doing the same, for although it is not at all probable that they could make barrels as cheaply as they could buy them from the regular coopers, there seems to be a tendency in big business to keep all the details of their operations in their own hands. However, if the barrels are made, it is business for the stock men, no matter who makes them.

J. W. Schreiber An Advocate of Better Barrels

J. W. Schreiber, after completing a year's contract as shop manager for the Sandusky Cooperage and Lumber Co. in this city, has departed for El Paso, Texas.

Mr. Schreiber is an advocate of better barrels, and believes that the trouble with the cooperage business is that in order to meet competitive prices so many worthless barrels have been thrown on the market that packers and shippers have been forced, for their own protection, to use other packages, because good barrels could not be obtained.

Believes Machine-Made Barrels Insure "Quality" of Manufacture

He believes that barrels should always be made by machinery. The fact that hand coopers can make some kind of a package out of material so poor that it could not be worked by machinery is an argument in favor of the machine-made package, as it necessarily eliminates low-grade culls from the barrel trade.

Mr. Schreiber will not remain permanently in the Lone Star State, but, after completing his business there, will go to California early in July. He has not divulged his plans, but he has been so long engaged in the installation and successful operation of barrel-making machinery that some new developments in the cooperage industry may be expected on the Pacific Coast this summer.

Fir Barrels for the Asphalt Trade

In the Southern States and in Latin America there is an immense demand for asphalt barrels. The steel drum is too expensive for this business, the tin barrel is a nuisance, and the demands of this trade are so exacting that few coopers care to cater to it, the supply of suitable timber in this section being limited. On the Pacific Coast, however, there are immense stands of Oregon fir, which Nature seems to have created expressly for the benefit of the asphalt trade, and which can now be reached easily and cheaply through the Panama Canal.

A Great Business Opportunity

It is rumored that a large organization has been perfected to take advantage of this great business opportunity. Mr. Schreiber is so well known as an expert in the asphalt barrel business that his return to the Pacific Coast at this time seems significant.

Refining Company Installs Barrel-Making Machinery

The Crescent Cooperage Co. has sold its machinery and equipment for making slack barrels to the New Orleans Refining Co. This outfit will be installed at the refining company's big plant at New Hope, in the suburbs of this city, and, with the addition of a tongue and grooving machine, will be used for the manufacture of barrels for export asphalt.

Barrels Could Be Purchased from Regular Coopers, But Expert Knowledge of Asphalt Is Needed

Barrels for this purpose could, of course, be bought from the regular shops in this city as cheaply as they could be made at the refinery, but the oil people believe that the filling and handling of the barrels should be in the hands of a man with an expert knowledge of asphalt, and that the coopers should be on the ground where they could work under his direction, as even the best trained cooper can not be expected to have a full knowledge of the management of heated asphalt.

George Reppel is now busy installing the barrel machinery at New Hope, and believes that it is going to be one of the best and most complete small cooper shops in the country.

Cuba Has Good Cooperage Future

Mr. Reppel has had wide experience, including many years' service with the Brooklyn Cooperage Co., and several others of the best-known machine cooper shops in this section. Last summer he took a vacation, went to Cuba and installed a machine barrel factory in the yard of a big brewery in Santiago. This installation is now being used to supply bottle barrels. Mr. Reppel was highly pleased with Cuba, and says that the business outlook there is good, that the use of barrels is increasing, and that, best of all, the country is beyond the jurisdiction of the Volstead act, so there is no limit to the number of bottle barrels that may be used. He believes that there will be other modern, up-to-date cooper shops installed on the island in the near future.

The various owners of the Crescent Cooperage Co. are still handling cooperage and stock, mostly for export.

There is no slack stock worth mentioning being shipped from this port to Europe, and the only tight stock going in that direction is in the line of pipe staves for Spain, the only old-world country needing cooperage that has the money to buy it.

New Mexican Barrel Plants, Tight and Slack, Will Mean Increased Stock Demand

Business with Mexico is improving, and the amount of stock, both tight and slack, required by this trade is growing as fast as disturbed conditions will permit. Made-up barrels take up too much shipping space, and it is not at present easy to get satisfactory barrels made in Mexico, even with the best of stock. At least two of the great petroleum companies doing business in Mexico and having offices in this city, are planning to install machinery so they can have their barrels made right. They are, no doubt, right in thinking that this will be more satisfactory than carrying hand coopers to Mexico, or training a Mexican crew to make barrels by hand. With their packages ready at hand, their use of barrels will increase, so that an increase in the demand for stock can be looked for within the next few months.

Wooden Barrel Is Coming Back

The trade in stock will soon improve, for the barrel is coming back, but, as tendencies now are, the barrel will have to come back good and strong before the city shops will reap much benefit from its return.

The Sugar Industry and the Wooden Barrel

The country sugar mills are, of course, closed down, and the big refineries are not doing much, and what sugar they are shipping is mostly in bags, sometimes single and sometimes double thickness. Some of the larger refiners of sugar say, however, that when they again need barrels they will have them made at their plants, and it is rumored that some of them who have not hitherto made their own barrels contemplate doing

so soon, and are figuring on cooper-shop machinery and equipment. Interesting developments may be expected soon.

Bad Vegetable Crop Season Has Effected Cooperage Trade

This has been the worst season for vegetables that this section has known for a generation, and the only consolation of the growers and shippers is their conviction that such a failure may not occur again for another generation. In the meantime a few produce barrels are being used in the city, but the number is scarcely appreciable. The Mancuso Cooperage Co., having an excellent plant located at Kenner, a few miles from town in the heart of the vegetable gardens, is filling many small orders. Beck & Jones also have a share of this business, and the Southern Cooperage Co. is sending some barrels to the French market.

The trade in second-hand barrels is fairly good, for the bakers, confectioners and the makers of candies and soft drinks are constantly emptying barrels, and the shippers, whose main thought is for a cheap package, are always glad to get used barrels.

Fish Barrel Trade Buying Stock in Carload Lots

This is the fishing season and a good many barrels are being used for fish and other sea foods. The fish shippers in this immediate vicinity are buying barrels from shops in this city, but at points a little farther away, where the freight rates on made-up barrels are too high, there are now local shops. This is the case at Pensacola and Mobile, where they are buying stock in car lots and making barrels in the sizes known as halves, three-quarters and whole barrels, the whole barrels being the flour-barrel size.

SPEAKING OF ASPHALT

Describing the wonderful lake of asphalt on the Island of Trinidad, a recent writer says:

Captain Kidd, Morgan, Blackbeard, Captain Blood and other gentlemen of high-handed finance of a by-gone day overlooked a bet. If any one of these galleon-scuttling gentry had taken a day off from pirating and snooped about a bit near one of their strongholds on the Island of Trinidad he might have found himself walking on the surface of a "lake," the contents of which has since produced more wealth than all the Spanish treasure ships of fact or fiction ever carried. And yet, although untold shiploads of this valuable product have been carried away to the four corners of the globe, there remains nearly as much as ever.

The General Asphalt Company and its subsidiary, The New Trinidad Lake Asphalt Company, Ltd., handle the entire output of this wonderful treasure storehouse of nature. It is leased from the British government and the Island of Trinidad collects a huge royalty.

A more romantic setting for the great industry would be difficult to imagine; a tropic isle abounding in luxuriant vegetation, life and color.

After passing Tobago, famed as Robinson Crusoe's isle, we came in sight of the mammoth pinnacles of rock, the Dragon's Mouth, entrance to the Gulf of Paria. These gigantic rocks are in reality the broken fragments of the tail end of a mountain range.

A visit to Port of Spain and its amazing botanical gardens occupied the day, but another morning found us chugging up to the Asphalt Company's dock at Brighton, thirty miles across the gulf. We made the landing in a string of lifeboats towed by a motorboat. Half a mile of plodding up a hill under the broiling sun and the blackish, undulating surface of the lake was beneath our feet.

Tiny floating islands of trees and shrubs dotted the lake, and patches of surface water were in evidence, while a fringe of coconut palms straggled around the borders. The area of the lake is about one hundred and fourteen acres, and the depth—well, borings to a depth of 135 feet show nothing but pure asphalt.

Needless to remark, walking on top of a lake was a new experience to us, but when we saw gangs of negro laborers out toward the center, hacking away at the stuff, we ventured out. The surface seemed soft under foot, like Broad Street in midsummer, and

there were softer spots where we sank slowly if we didn't keep moving.

A narrow-gauge cable railway was laid on the surface, and looped out toward the center and back. On this ran small cars into which the laborers were dumping great blocks of the black, porous stuff. This was hacked out of the parent mass by picks, and the chunks were carried on the heads of the men. They dig all day in one spot to a depth of about three feet, and the next morning when they return the hole is filled up, and only roughening marks where they dug.

It was at first supposed that nature filled the cavity by forcing up new asphalt from the depths. Now it is figured that the hole is filled by the imperceptibly slow sinking of the lake level. As a matter of fact, it requires nature a few centuries at least to evolve the solid asphalt from liquid petroleum. The whole lake is known to be in very slow motion, and near the middle is of softer consistency. In spots it can be seen oozing up through the surface.

Here and there through the pools of rain water there bubbled an odoriferous gas of the well-known variety that made over-ripe eggs famous. When the workmen touched matches to some of these spots the gas burned with a green flame. In one of the soft places a workman stood with bare feet for about five minutes and sank up to his knees. He had some difficulty in extricating himself. He said in twenty minutes he would sink out of sight. He merely made the statement, but did not prove it.

The railroad is moved about at times, where different sections of the surface are mined. The loaded cars are conveyed ashore where some are sidetracked to the refinery seen in the distance. Here it is melted in cauldrons and the 25 per cent. or more of water removed. It is then shipped in barrels.

Most of the mined asphalt is carried along an overhead conveyor to the ships at the end of the long dock. It is dumped into chutes and rattles down into the hold. I was told it again slowly melts into a solid mass and has to be dug out with picks at the end of the journey. As the loaded cars slide down the grade toward the ship, it hoists the empties coming back, thus very little power is required.

Asphalt is the residue from a liquid asphalt or maltha, volatilized and modified by processes of nature, and this liquid asphalt or "mother substance" has been found by sinking wells in the neighborhood, and many of them are yielding a rich return.

Although hundreds of thousands of tons of asphalt are removed annually, enough remains to pave the principal streets of the whole world for an untold number of years to come.

PRESENT CONDITIONS IN STEEL INDUSTRY POINT TO SUSTAINED ACTIVITY FOR SOME MONTHS

For the third successive month the United States Steel Corporation announced, March 10th, increased unfilled tonnage, with a total of 4,912,901 tons for February, a gain of 114,472 tons over January.

February's increase, while about one-third of that of January, indicated, it was said, that the previous month's high volume of sales had been maintained. It was pointed out that deliveries in February were well above those of the previous month.

The monthly total was the highest since last September, when the books showed 5,035,750 tons.

The weekly steel-trade reviews recently declared that present conditions in the steel industry pointed to a period of sustained activity for the next few months. Railroads, automobile manufacturers and building contractors have been the largest purchasers of steel. February pig-iron output was the largest since last August.

CEMENT SHIPMENTS HEAVY

Report from Allentown, Pa., under date of March 17th, says: Shipments of cement from the Lehigh region continue in good volume with production going on in full, or nearly so. Night packing crews have been put to work in the Atlas Mills.

R. WALTER LEIGH ELECTED PRESIDENT AMERICAN BEET SUGAR COMPANY

R. Walter Leigh, of New York, vice-president of the American Beet Sugar Company, was elected chairman of the board and president of the company at a meeting of the directors in New York, March 18th, to succeed H. Rieman Duval, who died in St. Augustine, Fla.

BUFFALO COOPERAGE MARKET

The slack cooperage trade is fair at present, with not much change recorded during the past month. Flour barrels are not moving in any large quantity and some dullness prevails in the export demand for flour. Coopers are buying stock as it is needed in most cases, not having enough confidence in the market to buy for a long period ahead.

Outlook Is for Firm Stock Prices

Slack material holds strong in price, both hoops and staves being higher than a few weeks ago. The bad weather at the mills and the shortage of labor have been influential in keeping the market up. No heavy stocks are found and the outlook seems to be for firm prices.

Buffalo as a Flour Milling Center

An article on "Buffalo, a Growing Center," and discussing the flour production here and elsewhere, said that the total capacity of all mills at Buffalo was now 35,800 barrels daily, and that this was expected to be increased to 50,000 barrels this year. It was also predicted that Buffalo flour production would exceed that of Minneapolis during 1924. That would be very gratifying to Buffalo millers and coopers, but they do not expect it to happen.

Figures which your correspondent obtained from the Buffalo Chamber of Commerce show that in 1923 the actual output of flour in the Buffalo district, including mills at Niagara Falls and Tonawanda, but owned in Buffalo, was 646,571 barrels. Figuring on a six-day week, this is about 20,650 barrels a day, an amount which the Washburn-Crosby Co. alone could produce, if running full time. During 1922 the Buffalo district production was slightly larger than that of last year and amounted to 6,708,827 barrels. The two new mills now under construction here—those of the Pillsbury Flour Mills Co. and the Russell-Miller Milling Co.—will be added to the producers this year and will add a capacity of perhaps 12,000 barrels. Under present conditions, however, local flour mills are not running anywhere near capacity. Nevertheless, Buffalo expects that several years hence it will be the first flour milling center of the country.

Barrels Better Than Boxes for Apple Packing

Barrels are better than boxes for apples exported to England, according to James E. Johnson, of Simcoe, Ont., one of the founders of the Norfolk Co-operative Fruit Growers. This method of shipment is more profitable, he recently told the Legislature's standing committee on agriculture, besides conforming to the custom of English buyers. Pears, he said, should be shipped in half-barrels or boxes.

Gum Vinegar Barrels

Gum vinegar barrels are quoted here at \$2.65, with oak at \$3 to \$3.25. Buyers are mostly looking for lower prices, and holding off.

New Officers of the Quaker City Cooperage Co.

Officers of the above company have been elected as follows since Mr. Barrett's death: H. T. Pennypacker, president; C. S. Pennypacker, vice-president and secretary; Miss Gertrude Hinsdale, treasurer.

Honors for Mr. George W. Little

George W. Little, who has long been associated with Jackson & Tindle, was elected a director of the Buffalo Lumber Exchange at the annual meeting, on March 7th. Mr. Little has been active in the committee work of the exchange for several years.

Edward B. Holmes on Vacation

Edward B. Holmes, president of the E. & B. Holmes Machinery Co., left late in February with Mrs. Holmes for a vacation of several weeks in Florida.

Apple Growers Have Plenty of Helpers

It will not be the fault of the agricultural college of Cornell University if apple growers do not spray their orchards at the proper season this year. The college will send out information by telephone and telegraph as to when different sprayings can be best applied. A board of experts at Cornell will meet each night at 8 o'clock during the spraying season and look over advance information as to the appearance of pests, as well as the weather probabilities. Their decision as to spraying time will be sent immediately to one man in each county, who will take it up with others, and before 6 o'clock the next morning 14,000 spraying outfits will be at work. What hope will remain to ambitious fruit pests under such unequal conditions?

PACKAGE CONSUMING INTERESTS WILL BE REPRESENTED AT CONFERENCE ON SIM- PLIFICATION OF STEEL BARRELS

Representatives of 38 companies in 12 States engaged in the manufacture of steel barrels will join with those from 28 national organizations interested in the consumption or distribution, or with transportation problems, connected with barrels in a meeting on March 26th, under the auspices of the Division of Simplified Practice of the Department of Commerce. In broadcasting notice of the coming conference the Department of Commerce says:

"Surveys made of the industry indicate that while steel barrels and drums are made in eight types, with a total of more than 75 varieties, the preponderance of production lies in 15 varieties. It is to consider the possible elimination of varieties which are so seldom used that they constitute a drag on production, cost and service that the meeting will be held.

"As many industrial groups will be affected by any action taken, the consuming interests will be represented by agents of the American Drug Manufacturers' Association, American Exporters and Importers' Association, American Institute of Marine Underwriters, American Manufacturers' Export Association, American Petroleum Institute, American Pharmaceutical Manufacturers' Association, American Railway Association, Asphalt Association, Association of National Gasoline Manufacturers, Manufacturers' Chemists' Association, National Association of Paint Jobbers, National Association of Printing Ink Makers, National Association of Purchasing Agents, National Petroleum Association, National Petroleum Marketers' Association, National Syrup and Molasses Association, National Varnish Manufacturers' Association, National Wood Chemists' Association, Prepared Roofing Association, Paint Manufacturers' Association of the U. S., Turpentine and Rosin Producers' Association, the Navy Department, War Department, Federal Specifications Board, Fabricated Production Department of the United States Chamber of Commerce, American Engineering Standards Committee, Bureau of Foreign and Domestic Commerce and Bureau of Standards, of the Department of Commerce.

"Out of 21 varieties of standard light shipping drums, the survey shows, two have had in three years a production nearly a million greater than the other nine varieties in the same period. One variety of 'Standard I. C. C. Drums' has a greater volume of production than 14 others in this class. In the item of 'Bilge Barrels' one variety outnumbers in production the other two in this class by more than 500 times. Five varieties in the item of 'Friction covered light drums' show nearly double the total production of the ten other varieties in this class; while three types of 'Bolted Cover Light Drums' exceed the other ten in demand in this group. Production of one item in 'Bilge barrels, removable heads' is ten times that of the other in its class; while that of one item in 'Removable head, I. C. C. drums' is four times that of its nearest competitor in the group."

All of which is for the information of our readers.

NEW LAND TRACT ADDED TO CALIFORNIA NATIONAL FOREST

A tract of land situated within the Shasta National Forest of California and owned by Miss Mary Burt Brittan, of San Francisco, has been given to the federal government and accepted by Secretary of Agriculture Wallace under authority given by Congress. It will form a part of the Shasta Forest.

The tract involved comprises 300 acres and was a favorite camping place of Miss Brittan's brother, Judge William Giles Brittan, now deceased. Notwithstanding the land's high market value, Miss Brittan preferred to donate it to the national forest system for public use as a memorial to her brother.

The Forest Service, United States Department of Agriculture, plans to make the donated tract attractive to campers and will encourage its use for all recreational purposes to carry out the wishes of the donor. Castle Lake, a good-sized body of water, is located within the donated area and adds greatly to its recreational value. One of the prettiest views obtainable of Mount Shasta, about fifteen miles away, can be had from the shores of this lake.

TO TAKE OVER TOOL PLANT

The plant of the Collin Machine Tool Company, Franklin, Pa., idle since the firm moved to Cleveland several years ago, will be taken over by the Joy Machine Company, of Pittsburgh, manufacturing mechanical mine loaders. The Joy company operates branches at Huntington, W. Va., Evansville, Ind., and Denver, Colo.

Louisville Reports Better Inquiry for Tight Barrels and Kegs. Slack Trade Prepared for Increased Activity. Future Business Already Booked

The tight cooperage industry of Louisville reports a better inquiry for barrels and kegs, principally kegs, and some fair future business is reported as having been booked, with the result that the feeling in the local trade is just a shade better than it has been. Prices show very little change, but it is reported that prices of cooperage stock are firmer, especially in gum. Bad weather throughout the producing sections this winter has held down production considerably, along with the fact that there has not been any really good demand for stock. Indications are that some fair business will be booked in kegs as well as barrels over the next sixty days.

Flour Barrel Demand Has Been Normal

In slack barrels there is not much activity found in the trade. Flour barrel business has been normal, but there has not been much demand from the poultry or produce trades, or from other large consumers. Prices of slack stock are firm, with indications of going higher. Barrel prices are holding steady.

Gum Staves and Heading in Demand

There appears to be a very fair demand at the present time for gum staves and heading, with some shortage of good stock noticeable. It is reported that some producers are asking \$1.05 per set for jointed staves and 32ca33c per set for circled and jointed heading. Red oak oil staves are said to be quoted at \$52a55 at mill for mill-run, with white oak \$62a\$63, and wine \$85a\$90. Fine quality white oak bourbon staves are said to be very scarce, one concern reporting quotations received as high as \$180a\$190 a thousand. Gum staves, mill-run, at mill, are reported at around \$35a\$40.

The Tight Barrel and Keg Market

The tight barrel and keg market shows no change from quotations in effect for some months, except that the prices are not being shaded as much as they were. The prices as quoted here at this writing (March 23d) show:

Gallons	Red Oak	White Oak	Spirit	Charred Spirit
1	\$0.65	\$0.70	\$1.00	\$1.15
2	0.75	0.80	1.15	1.30
3	0.85	0.90	1.30	1.45
5	1.25	1.35	2.10	2.35
10	1.60	1.70	2.35	2.60
15	1.75	1.85	2.60	2.85
20	1.90	2.00	2.95	3.20
25	2.05	2.15	3.20	3.45
30	2.20	2.30	3.50	3.75
45-50	2.70	2.85	5.00	5.50

Gum barrels, red oak, \$2.35

The Slack Stock Market

The slack cooperage stock market shows No. 1 gum staves at \$15a\$17 a thousand, with No. 2 \$11a\$13, and mill run \$12a\$14 in either length. Flour heading, No. 1, \$15a\$16, and sugar size \$17a\$18, with mill-run at one cent under No. 1, and No. 2 at three cents under No. 1. Elm hoops in six to six and one-half foot length have advanced to around \$24a\$26, and are scarce.

The Slack Barrel Market

The barrel market in slack cooperage shows flour barrels at 80ca85c; half-barrels, 60ca65c; sugar, 90ca\$1; one-head produce, 60c; two-head, 65c; poultry, 70ca80c; No. 2 stock, sugar-sized produce, 70ca75c.

Preparedness is Keynote of J. D. Hollingshead Co.

Paul Dysart, Jr., of the J. D. Hollingshead Co., reported that the slack barrel business was very slow just now. The company, which took over the Smith Cooperage Company a few months ago, is only operating the upper mill, but plans to leave the old mill stand intact. It is being used for a storage warehouse just now, but in event of fire, flood or other trouble at the upper mill, the lower one could be placed in commission at once, with the result that the machinery will be kept well greased and in place.

Package Consumers Are Beginning to Contract for Future Requirements, says H. L. Rollwage

H. L. Rollwage, of the Chess & Wymond Co., reported that things were looking just a little better as a result of better inquiry and booking of some future business, which indicates that the consumers of packages are beginning to think about their season's requirements. The local plant is operating on about a fifty per cent. basis at the present time and gradually increasing operations.

General Trade Outlook Better Than for Months Past, Says A. Herb

A. Herb, of the Atlantic Tank and Barrel Co., Louisville division, reported that while the plant was not rushed, it was handling a fair volume of business, and that the general outlook was better than for some months past.

Have Booked Some Future Business, Says George Sengel

George Sengel, of Philip Sengel & Son, operating the Gambirius Cooperage Co., reported that business looked better over the past thirty days and that the company had booked some future business, but practically no new immediate business.

Building Trades Keep Many Industries Busy

While the cooperage trade is finding things a little slow the lumber industry is booming, there being a good demand in the automobile and furniture industries, while general woodworking industries are buying, especially those making up material for the building trades.

J. N. White on Visit to Southern Mills Preparing for Production Campaign

J. N. White, president of the Louisville Cooperage Co., is spending a couple of weeks in visiting the company mill operations in the South, and planning the spring and summer production campaign, provided weather conditions again become favorable.

Blei & Katz File Appeal in 1,000,000-Oil-Stave Suit

George F. Blei and Herman Katz, partners operating as Blei & Katz, Chicago, Ill., have filed an appeal in the Federal Court of Appeals, Cincinnati, from decision of Federal District Judge A. M. J. Cochran, eastern Kentucky division, in which a verdict was rendered in favor of A. J. Asher, Pikeville, Ky., in a suit filed by the Chicago men against Mr. Asher for \$45,010.29, alleged to be due under two contracts made with Asher in 1919 for furnishing 1,000,000 oil staves.

William I. Wymond on Combined Business and Vacation Trip

William I. Wymond, president of the Chess & Wymond Co., Louisville, and his family, have recently returned from Hollywood, La., where Mr. Wymond spent a month or more in the company's mill and timber district, combining a winter vacation in the South with a business trip.

Capital Cooperage Co. Joins Southern Hardwood Traffic Association

The Capital Cooperage Co., Ft. Wayne, Ind., has recently become a member of the Louisville division of the Southern Hardwood Traffic Association, Louisville, Ky., an organization composed of lumber, cooperage and forest products shippers, which has been of untold advantage to the trade in the matter of handling traffic and rate matters.

In Time for the Kentucky Derby

May 8th and 9th have been set as dates for a meeting of the Hardwood Manufacturers' Institute at Louisville, the meeting to be held at the Brown Hotel. On the following day the spring racing season opens at Louisville, and a good many of the visitors to this meeting will combine a week-end of business and pleasure. The Kentucky Derby, however, will not be run until the second Saturday of the meeting on May 17th.

What Adequate Kiln-Drying Facilities Mean to Woodworking Industries

The Chess & Wymond Co., Louisville, since the merger with the Hollywood Lumber Co., which was controlled by the same interests, has been able to utilize its dry kilns, yards, storage warehouses, etc., at Louisville to considerable advantage in handling its lumber business, the local plant being well equipped and located for handling milling in transit business. Today the demand for kiln-dried lumber is very heavy and increasing steadily, with the result that in handling lumber the producer is at a distinct disadvantage without drying facilities, as the consumers are buying for immediate consumption and not air-drying for long periods in their own yards as they formerly did.

GASOLINE STOCKS UP OVER TWO MILLION BARRELS

Gasoline stocks increased 2,257,162 barrels during February, according to reports received by the American Petroleum Institute, New York, March 21st, covering approximately 68 per cent. of the operating capacity of the United States. Pipe line and tank farm crude oil stocks east of the Rockies increased 627,000 barrels in February.

The daily average gross crude oil production of the United States decreased 4,700 barrels for the week ended March 15th, totaling 1,911,750 barrels, according to the institute. Daily average production east of the Rocky Mountains was 1,257,750 barrels, a decrease of 4,350. California production was 654,000 barrels, a decrease of 350.

Oklahoma showed a daily average production of 400,150 barrels, decrease of 3,000 barrels; Kansas, 69,300, decrease of 400; North Texas, 70,700, increase of 4,700; Central Texas, 225,600, decrease of 3,750; North Louisiana, 50,550, decrease of 50; Arkansas, 122,100, decrease of 2,150; Gulf Coast, 94,650, decrease of 1,050; Eastern, 97,000, decrease of 1,000; Wyoming and Montana, 127,700, increase of 2,350.

Daily average imports of petroleum at principal ports for the week ended March 15th were 249,000 barrels, compared with 300,000 for the previous week. Daily average receipts of California oil at Atlantic and Gulf Coast ports were 115,857 barrels, compared with 161,000 for the previous week.

There were no changes reported in crude oil prices for the major district—Mid-Continent being quoted from \$1.25 to \$2.23 a barrel, according to the gravity of the oil; Pennsylvania crude, Bradford district, \$4.50, and all other grades, \$4; Gulf Coast, \$1.65, with some companies quoting grade "B" at \$1.40. California crude ranges from \$1 to \$1.40 a barrel, depending upon the gravity of the oil.

NEW BULLETIN ON CEMENT TRADE

The course of cement manufacture during the years 1914 to 1918 affords an illustration of the way in which an industry of vital importance to the nation in war time can do its share and yet suffer depression as the result of conditions imposed by the war.

The cement industry in the United States enjoys absolute independence of foreign supplies of raw materials or manufacturing machinery, and the United States can produce more Portland cement than is consumed within the country. The raw materials are abundant and cheap, and manufacturing plants are well distributed throughout areas of notable consumption.

The military importance of cement can not be overestimated. It is used mostly as an ingredient in concrete, and concrete possesses great adaptability to a wide variety of uses. Besides being cheap, easily and quickly handled, sanitary and durable, concrete is suitable for structures that are submerged as well as those in dry places, and all these characteristics taken together render it of great military importance.

The production of cement in the United States has shown a steady increase during the last four years, especially during 1922 and 1923. During the former year there was an increase in production of 24 per cent. over 1913, and in 1923 an increase of 49 per cent. over the same year. Although the exports of cement from the United States during 1922 were considerably less than in 1913, in 1923 they were 52 per cent. greater. The increase in production during 1922 and 1923 was due to the enormous demands made upon cement manufacturers by the building trades, whose activities throughout the country, especially in the East, had greatly increased. Furthermore, there was a marked increase in the road-building activities of many States, notably Kansas, Ohio, Tennessee, Texas and Washington.

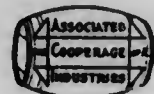
To give American business men a better understanding of the commerce in this important article, the Bureau of Foreign and Domestic Commerce has just published "International Trade in Cement: Part I, North and South America." This Trade Information Bulletin, No. 205, has been compiled by Reigart M. Santmyers, of the Bureau's Iron and Steel Division, from official statistics, reports of American consular officers (Department of State), and other sources. It includes a report on United States production and trade, by Ernest F. Burchard, geologist of the United States Geological Survey.

PURCHASES STAVE TIMBER

W. R. Rogers, Mena, Ark., has purchased 3,200 acres of timber which he will manufacture into staves at his stave plant at Mena.

THE NATIONAL COOPERS' JOURNAL

Devoted Exclusively to the Coopers' Industry



Published Monthly
Home Office, 820 Witherspoon Building, Philadelphia
M. E. Doane, Editor-Manager
J. E. MacDonald, Associate Editor

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\$5.50 per year, in advance, postage free, to foreign countries. The receipt of the first paper after subscription is evidence that order has been received at this office. No other receipt will be sent unless requested.

ADVERTISING
Advertising of a suitable character will be admitted to our columns at reasonable rates. A card giving rates will be sent on application.

REMITTANCES
Remittances may be made by draft, postal order, money order or check to the order of "The National Coopers' Journal."

CORRESPONDENCE
The columns of The National Coopers' Journal are open for the discussion of all topics of general interest to the cooperage industry, and contributions are solicited from our readers.
Our readers will oblige us, when writing to porters advertising in our paper, if they will state that they saw it in the advertisement in "The National Coopers' Journal." This is little trouble, and costs nothing, but it helps us and is information wanted by advertisers.

ASSOCIATION MEETING
The Associated Cooperage Industries of America will hold its Annual Convention at the Jefferson Hotel, St. Louis, Mo., May 6th and 7th. Executive Meeting, May 5th.

PUBLISHER'S STATEMENT
Statement of the ownership and management of "The National Coopers' Journal," published monthly at Philadelphia, Pa., required by the Act of August 24, 1912, of the new postal regulations, which went into effect Oct. 1, 1912.
None.—This statement is to be made in duplicate, both copies to be delivered by the publisher to the postmaster, who will send a copy to the Third Assistant Postmaster General (Division of Classification), Washington, D. C., and retain the other in the files of the post office.
Editor and Manager, M. E. DOANE, Philadelphia, Pa.
Publishers, The Estate of John A. McCann, Philadelphia, Pa.
Owners, The Estate of John A. McCann, Philadelphia, Pa.
Known bondholders, mortgagees, and other security holders, holding 1 per cent. or more of the total amount of bonds, mortgages, or other securities: None.
(Signed) M. E. DOANE, Manager.
Sworn to and subscribed before me this 28th day of March, 1924.
H. DARRAGH MACKENZIE, Notary Public.
(Seal)
(My commission expires April 1, 1927).

NEW ADVERTISERS
Colleton Mercantile and Mfg. Co., Ravenel, S. C.
Layton Cooperage Co., Portland, Ore.
Caley Cooperage and Lbr. Co., Inc., Cypress, Ala.

IN ITS FORTIETH YEAR
With this issue THE JOURNAL completes its thirty-ninth volume and with our May, 1924, issue we enter upon our fortieth year of service in the exclusive interests of the cooperage industry.
Founded upon an unshakable faith in the superiority and permanency of the wooden barrel as a shipping package THE JOURNAL has held unwaveringly to its faith and to its ideals during all the years that have come and gone.
Through stress and storm, through sunshine and prosperity, we have sailed with the cooperage trade undismayed and undaunted, no matter what changes passing time has brought, because we have always been strong and positive in our belief that the sins of the cooperage industry were such as could challenge, defy and ultimately triumph splendidly in any and every trade contest in which our industry should be called upon to participate.
At the close of our thirty-ninth year and at the beginning of our fortieth year of service, our faith is as strong in the wooden barrel as "The King of Shipping Packages," and our confidence as positive in the future growth and prosperity of the cooperage industry, as it ever was.

We believe that the period of substitute experimentation is largely over, and this to the advantage of the wooden barrel; but a new day is here—one that has been dawning for a long time—the day of "Quality" packages, both in the matter of stock manufacture and package making. And this new day demands that the Quality standard be adhered to, not sometimes, but all the time.

Large package-using industries have not only decided that they want to use the wooden barrel, but that they are going to use it, even if they have to supply the barrels themselves. And this growing tendency on the part of barrel consumers should be not only an awakening for our cooperage and cooperage stock manufacturers in a business sense, but a galvanizing encouragement in a trade sense, since it forecasts continued and increased prosperity for every member of the cooperage industry, who through trade vision, business honesty and manufacturing integrity, will put his hand to the plow and till his field faithfully.

At this time THE JOURNAL rededicates its every effort and all its abilities to serving the best interests of the cooperage industry and our trade package—the wooden barrel.

The cooperage industry is on the threshold of a new lease of life right now. Let us all put our shoulders to the wheel and move forward to the good that is ours.

THE ST. LOUIS ANNUAL MEANS A NEW START IN ASSOCIATION ACTIVITIES

At no time in the history of The Associated Cooperage Industries of America was a more important annual meeting scheduled, nor one that will have greater bearing on the future of the industry as a whole, than the Ninth Annual, which will be held at the Jefferson Hotel, May 6th and 7th.

Time and tide are favorable to the inaugurating of new plans for association activities, the stimulating and reviving of trade interest and business enthusiasm, and the Ninth Annual guarantees that all these things will be accomplished.

There is no manufacturing industry or commercial line that has a representative association with greater latent powers of working efficiency and wide-reaching influence than has the cooperage industry and once our trade association is allowed to strike its real stride—once the industry as a whole rises to the organization's full support, and once the membership body begins to act as a unit on each and everything touching the trade life and business interest of the wooden barrel—in that moment will there be such a revelation in trade improvement, as but few cooperage men have so far conceived.

We have a significant and workable association slogan: "One for All—All for One." We have had this slogan since the great amalgamation of all the one-time cooperage associations. Let us pledge anew our allegiance to our trade association and its splendid slogan at the coming convention.

To do this and to live up to our pledges so made will insure all the good that any cooperage or cooperage stock man could possibly desire in the way of trade success and business prosperity, to say nothing of strengthened fellowship and loyal good will—two gifts for free exchange among mankind that surpass all other rewards.

Plan now to attend the most memorable of all conventions—the Ninth Annual, at the Jefferson Hotel, St. Louis, Mo., May 6th and 7th. Executive meeting May 5th. Every member of the industry should be on hand, whether member of the association or not. There will be a welcome for all.

"One for All—All for One."

PRESENT FOREIGN TRADE SITUATION AN INSPIRATION AND ENCOURAGEMENT TO AMERICAN TRADERS, SAYS JAMES A. FARRELL

The National Foreign Trade Convention will be held at Boston June 4th, 5th and 6th, next, and all indications are that this will be one of the most successful conventions yet held. This is the first time the convention has been held in New England, the birthplace of American industry. The central theme of the convention will be "Our Need for Wider Markets."

The June convention will also be the first at which a session specially devoted to the interests of importers has been included in the program. It will be held in co-operation with the National Council of American Importers and Traders.

In sending the call for the convention to all Americans engaged in foreign trade, or connected with any factor of our international commerce—agriculture, education, industry, finance or transportation—James A. Farrell,

president of the United States Steel Corporation and chairman of the National Foreign Trade Council, has cordially invited all Chambers of Commerce, Boards of Trade, national and State associations, and other industrial and commercial organizations, to be represented. Mr. Farrell declared that the present foreign trade situation of the United States offers an inspiration and encouragement to American foreign traders.

The program promises to be an unusually interesting one, and the names of the speakers will be announced at a later date.

DEMAND FOR COOPERAGE AT THIS TIME OF YEAR IS ABOVE NORMAL, SAYS C. M. VAN AKEN

There is very little that could be classified as "new" in the cooperage situation this month.

The demand for cooperage for this time of the year is above normal, higher prices in hoops and heading are being talked of, but there seems to be very little change this month over last month in the actual selling prices. Material for promiscuous purposes is moving readily. There is no tendency to place orders very far ahead, but the current business has been sufficient to justify the statement that in this line the demand is above normal. In produce lines there has been a demand which has exceeded the expectations and it is the produce barrel requirements of the period, which has greatly affected hoop prices of the past few months. We expect this demand will continue active until pretty close to the first of July.

As far as fruit barrel material is concerned, there is, of course, some buying of fruit stock in the winter time; particularly by those people who are situated so that they want to begin making barrels early, and this has helped to increase the March volume, but there are also many fruit barrel makers who want to wait until a crop is assured before they place orders, thus giving a fair prospect of some future business in that line. Therefore, while more or less business has already been written and in many cases delivered, still, if the weather man, during the month of April, will be generous to us and keep freezing weather and heavy frosts away, there will be a great deal of fruit barrel business yet to be written.

On the whole, the cooperage business in this section has been good and the prospects for the near future are promising.

APPLE-BARREL MAKERS AND ORCHARDISTS WARY OF FROSTS, WILL BUY STOCK LATER THAN USUAL, SAYS FRANK M. SCHERER

We are pleased to report very satisfactory business for month of March. Shipments have been very good and there is every reason to believe that the month of April will show no change. Sales for March were not as good as the preceding month, which every one has naturally expected.

In reviewing the situation, it is rather surprising to note that practically all of the Eastern apple barrel manufacturers have in their warehouses or under contract sufficient stock to enable them to start making barrels early and very little buying, if any, will take place during the spring and early summer months. In the Shenandoah Valley district the coopers and orchardists, having several years of reverses on account of crop failures and dropping markets, have refused to purchase early and will wait until after the frost period to get into the buying of supplies. The Michigan, Ohio Valley and Illinois districts do very little buying and as soon as the frost periods are over will again be actively in the market.

Hoops, after almost reaching \$25 per thousand for 6-inch have shipped off to \$20, both at the northern and southern mills.

Pine heading is keeping its record as the most fluctuating item in the industry, and it is difficult to arrive at a fair basis at this writing. We know of some mills who have sold at 7 1/2 cents and 8 cents for 17 1/2 inches. On the other hand some orders have been placed as low as 8 1/2 cents on a New York rate. This item will eventually strengthen during the coming month.

Staves of all kinds are commanding good prices. There has been a slight decrease in the demand for Nos. 1 and 2, 30-inch, but we find that prices are still good on these lengths as well as 28 1/2 inches.

TIMBER WASTE PROTESTED

Declaring that wanton waste of virgin timber has forced lumber prices so high that a 40 per cent. curtailment in consumption has been brought about, Secretary Wallace, before the House Agriculture Committee, at Washington, March 25th, urged strict supervision of forest lands by the government.

GRASPING OPPORTUNITIES TO DEFEND AND TO BOOST THE WOODEN BARREL

In the March number of THE JOURNAL we carried a reprint of an item which appeared in our esteemed contemporary, *The Fruit Products Journal and American Vinegar Industry*, New York, embodying the announcement that a leading vinegar manufacturer, dissatisfied with the kind of fir barrels furnished him, was trying out leechwood.

Yes, we'll say our wooden barrel manufacturers are awake and ready to boost and defend the wooden barrel—that is, we'll say so if volume of letters to THE JOURNAL is any criterion.

It is interesting to note that all our good cooperage friends realize the truth that they do not have to defend or boost any kind of a wooden barrel with THE JOURNAL, but that THE JOURNAL does have to lay hold of every consumer's complaint registered against the barrel, no matter what kind of a wooden barrel is complained of, as it is only by so doing that we can ferret out the cause or causes for complaint and by adjustment re-establish the confidence and satisfaction of the barrel user.

No dissatisfaction with the wooden barrel voiced by any consumer, on whatever grounds, can be passed by the cooperage trade at this time and THE JOURNAL, as the sentinel of the industry is here to see, to hear and to know how the wooden barrel is faring in every consuming line.

In respect to the item referred to, *The Fruit Products Journal and American Vinegar Industry*, in a subsequent issue, says:

"While fir barrels have been giving excellent service to many of the fruit juice and condiment concerns, a report was received from one vinegar manufacturer that a small shipment of fir barrels did not give the usual satisfactory results. Following the item which appeared mentioning this report, our representatives made an investigation which disclosed the fact that a few of these fir barrels had reached their destination in a leaky condition which was found to have been caused by unusually rough handling while in transit.

"The cooperage manufacturer, however, agreed to make good, to substantiate his firm opinion that fir makes the most ideal container for all liquids, this complaint being actually the first one received during the years he has been making these containers."

The vinegar trade is a steadily increasing consumer of fir barrels, and as fir, as a cooperage wood, has a high rating comparable with white oak, that insures a perfect package, we can assume a continuance of this legitimate trade growth in fir barrels for vinegar, all else being equal with the stock used—that is, quality manufacture of the barrel and a fair amount of intelligent handling in transit.

WANTS RATE REDUCTION ON KNOCKED-DOWN COOPERAGE

The Southern Hardwood Traffic Association, Memphis, Tenn., has made a proposal to the Transcontinental Freight Bureau looking to a reduction of 16 cents per hundred pound in rates on cooperage, knocked down, from points in the South and Southwest to destinations on the Pacific Coast, and this application will be heard at an early date at Chicago, at which time the association will be well represented.

Although there is a good demand in Pacific Coast territory for cooperage stock, the fact remains that there is a comparatively modest movement thereof, and this is attributed by the association to freight rates prevailing thereon. The demand is principally for this material for the handling of sacramental wines, grape juice, vegetable oils and petroleum, according to Cecil A. New, assistant secretary of the association.

BOSTON & MAINE RAILROAD PLANS CREOSOTE TREATMENT FOR WOOD

Beginning about April 1st the Boston & Maine Railroad will begin the chemical treatment of all the cross-ties and bridge lumber that are to be used on the road. A creosoting plant has been erected at Nashua, N. H., with a storage capacity of about 1,500,000 ties and pressure cylinders to treat 5,000 ties per day.

By this process the life of the ties will be prolonged to about twenty years, and will cut the road's tie bill in half. It will also enable the Boston & Maine to buy its ties in New England, as it can use beech, birch and maple, which grow there in almost inexhaustible quantities.

Mr. Noah S. Kibber, Woodstock, Va., has been granted a patent on a barrel heading-up press.

JEST KEEP FISHIN'

The Hoo-Hooter, the weekly paper of the Twin Cities Hoo-Hoo Club, of the National Manufacturers' Association, contains the following excellent piece about Arthur A. Hood, Minnesota State Counselor of Hoo-Hoo: "Jest Keep Fishin'!" voices a law that all can use to ever-increasing advantage.

Art Hood, he was the durndest cuss
Fer ketchin' fish—he sure was great!
He never used to make no fuss
About the kind of pole er bait,
Er weather neither—he'd tust say
"I got to ketch a mess today."

An' towards the creek you'd see him slide,
A-whistlin' soft an' walkin' wide,
I says one day to Art, says I,
"How do you always ketch 'em, aye?"
He give his bait another swish in,
An' chucklin', says, "I jest keep fishin'."

Art took to readin' speech at night,
An' pretty soon, the first we knowed,
He had a contest, won his fight,
An' was an orator! I'll be blowed!
He knowed more language than his Dad!
An' though he had a "gift of gab"
To brag about, somehow he made
A sober sort of talk that played
The mischief with the other side.
One day when someone asked him to
Explain how he got in condishun'
He laughed, an' said, "I jest kept fishin'!"

Well, Art is State Comselsor now.
A big man in Hoo-Hoo, you bet!
To me the same old Art, somehow.
The same old champion fisher yet.
It wasn't so much the bait er pole;
It wasn't so much the fishin' hole,
That won fer Art his big success;
'Twas jest his fishin' on, I guess.
A cheerful, stidly, hopeful kind
Of keepin' at it—don't you mind?
An' that is why I can't help wishin'
That more Hoo-Hoo would jest keep fishin'!

And THE JOURNAL's wishin' that all cooperage men will "jest keep fishin'."

LAYTON COOPERAGE CO. READY TO HANDLE ORDERS FOR FIR STAVES AND HEADING

PORTLAND, ORE., March 20, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We are enclosing order and copy for advertisement to appear in THE JOURNAL beginning with your April issue.

Our records show that our recent advertising in THE JOURNAL brought very good results, and we expect to get the same returns now that we are to re-appear in your pages.

You will note that we are now incorporated and that, in addition to our second-hand barrel business, we are going into the manufacture of fir staves and heading. By the time this letter reaches you our mill at Linnton, Oregon, will be running to full capacity.

The steady increase on the Pacific Coast and in the East for fir staves and heading insures a satisfactory business success, we think, to all manufacturers who give real service, and as we are equipped to do just that very thing, we want to advise the barrel makers, through THE JOURNAL, that we are ready to handle their orders.

The members of our company are all well known to the cooperage trade, being in the field for the last thirty years. Our Mr. T. J. Killen, who was formerly interested in the Aberdeen plant, is specially adapted to our line of manufacture, understanding the business thoroughly.

Very truly yours,
LAYTON COOPERAGE CO.,
Per L. LAYTON.

NEW ROSIN AND TURPENTINE CO.

The Mobile Rosin Oil Company, a concern to engage in the rosin and turpentine business, has been incorporated at Mobile, Ala., with T. J. Taylor as president, Ashton Burford, vice-president, E. E. Zimmerman, 2d vice-president, and Walker D. Taylor, secretary and treasurer. The company is capitalized at \$50,000, and begins business with \$27,000. The incorporators are well known naval stores and lumber dealers.



Swing Bros., Ridgely, Maryland, is in the market for birch hoops in car lots, to be 1 1/2" x 1/4" x 50" when thoroughly dry.

J. B. Hellams, 628 Elgin Avenue, Muskogee, Okla., is in the market for slack barrel machinery. Also interested in slack heading and hoop machinery.

Sacramento Cooperage, A. Arnold & Son, proprietors, 320 "K" Street, Sacramento, Calif., is in the market for quotations from eastern factories on oak cooperage in carload lots, mixed sizes, from one to fifty gallons.

WANTS MACHINERY FOR MANUFACTURING WOODEN BARRELS

SAGUA LA GRANDE, CUBA, February 18, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We have received the first number of your interesting publication, with which we are much pleased.

As you can see by our letterhead we are manufacturers of pulverized quick-lime. We pack our product in barrels (used, or second-hand) like those which are employed for lard, mineral oils and such liquids.

But we are contemplating the manufacture of our own packages.

We are therefore interested in studying catalogs, descriptions of machinery for making wooden barrels and also machinery for the making of barrels or other adequate packages from sheet metal.

We would like to be placed in communication with manufacturers of these machines.

As you are practical and expert in these matters and know the wooden barrel and metal (brass) container business all over your country, it would please us very much if you would have them send their catalogs, descriptions of machines, etc., direct to us, or place us in communication with them so we can get this information.

We thank you very much for your attention to this matter and remain,

Yours very truly,
LOPEZ-LASA, ARANALDE & Co. S. EN C.
By JOSE G.

CAN ANY OF OUR READERS HELP OUT?

THE NEW YORK PUBLIC LIBRARY

OFFICE OF THE DIRECTOR

476 Fifth Avenue

NEW YORK, March 19, 1924.

EDITOR, THE NATIONAL COOPERS' JOURNAL:

We receive at the library the regular issues of your publication, entitled THE NATIONAL COOPERS' JOURNAL, and the magazine has been found of much interest. We lack a number of the early issues, however, and as it is our intention to preserve the file permanently, we feel it is most important that it should be complete. We write, therefore, on behalf of the library to ask if you will be so kind as to send us copies of the numbers needed, which are as follows: Volumes 1 to 19, all issues (previous to 1905).

If it is not possible for you to send us all of the missing numbers, will you not let us have as many as may now be available, and keep our need in mind in case copies of the remaining ones should come into your possession at any time in the future. Possibly a notice in a forthcoming issue to the effect that these numbers are missing from the New York Public Library's file and that the courtesy will be greatly appreciated if some reader, who no longer needs his copies, will present them to us, may serve as an effective means of procuring for us some of the issues. This method of obtaining back numbers is frequently employed for us by publishers, and almost invariably with successful results. I need not tell you that any service you may render us in the matter will be highly appreciated.

Very truly yours,

E. H. ANDERSON,
Director.

WILL BUILD SPOKE PLANT

Allen Moore has perfected arrangements for the building of a spoke manufacturing plant in Pulaski, Tenn. Mr. Moore lately arranged for the purchase of several large tracts of hickory timber.

WORK OF TRADE ASSOCIATIONS CALLED AID TO LIFE OF NATION

One of the chief functions of trade associations is to disseminate facts, aims and aspirations of a particular group of our citizens, engaged in a common enterprise, so that every one may understand the full effect and nature of the economic contributions made by that industry to the life of the nation.

This declaration was made by Nathan B. Williams, of Washington, D. C., associate counsel of the National Association of Manufacturers, in an address on "Trade Associations and the Government," before the eleventh annual meeting of the Refractories Manufacturers' Association in St. Louis, Mo., March 19th.

Trade Associations Are Tools of Industry

"Trade associations are tools of industry," Mr. Williams said. "There are those who would outlaw them and put them in the category of concealed gatling guns. Being tools of industry, they are certainly useful tools, and they must be kept in condition, in order to perform their proper and useful functions."

"There was an ancient Babylonian law-giver known as Hammurabi, who published the oldest code of laws known to lawyers. King Hammurabi had a minimum wage statute whereby the wages of artisans and others were fixed by law. The civilization that marked his time has long since perished. Minimum wage laws were tried in Greece, in Rome, in England and in early Colonial days of this country, only to be discarded as useless attempts on the part of government to interfere with the development and liberty of the citizen."

"Trust laws, so called, are not new in history. Statutes against conspiracies and combinations in restraint of trade have existed in the English law since the thirteenth century. These statutes applied to combinations of all kinds, whether of producers, of traders or of workmen."

"The main trouble in our own country as respects these kinds of statutes, both Federal and State, has been that they have been enacted and attempts at administering them have too frequently followed outbursts of impatience. They have not had that careful consideration which ought always to proceed the enactment of legislation."

"The collection and publication of unidentified current trade statistics are no more *per se* unlawful than is a carving knife. Trade statistics and other trade information may, like carving knives, be misused; and when so misused they will inevitably subject those who perform such illegitimate use to the pains and penalties of the laws in such cases made and provided."

"The suggestion has been heard in some quarters that it would be advisable to create administrative tribunals, or otherwise existing administrative bodies, to give preliminary opinions as to the legality or illegality of trade association activities. This, in the judgment of those others who have given serious consideration of this question, is not feasible and is of questionable desirability. The final determination of such rights inevitably rests upon the judicial decision, which can alone offer an authoritative and binding judgment."

Associations Are Organized Expression of Intelligent Trade Judgment

"Government is but the organized expression of the intelligent judgment of the citizen. The trade association should be the means, the opportunity and the vehicle for such expression. In just the degree that those who have most at stake in society see to it that that government measures up to the requirements demanded in the successful conduct of business enterprise, will our institutions and security be protected, and our institutions—social, political and industrial—be promoted and preserved."

STAVE COMPANY INCORPORATES

L. F. Petty, John F. Hall, H. J. Petty, C. H. Johnson and J. F. Kirk are the incorporators of the Petty Stave Co., Lexington, Tenn. Capital stock of the newly-incorporated company is given as \$1,000.

TIMBER SALE AUTHORIZED

On March 17th, at Washington, D. C., Secretary Work authorized the sale of 337,000,000 feet of timber on the Colville Indian reservation in Washington State and 41,000,000 feet on patented and homestead lands adjacent to the reservation.

GULF REFINING CO. WILL BUILD NEW PHILADELPHIA PLANT

The Gulf Refining Co. has purchased a large tract of land near Girard Point, Philadelphia, Pa., on which a large oil shipping and storage plant will be built at a cost, it is reported, of about \$180,000.

President Walsh Urges Representative Trade Attendance at Ninth Annual Convention

OFFICE OF T. A. WALSH, PRESIDENT
SOUTH NINTH AND SARAH STREETS
PITTSBURGH, PA.

March 28, 1924.

TO THE MEMBERS OF THE COOPERAGE FRATERNITY:

As president of The Associated Cooperage Industries of America, it gives me pleasure to extend to every member of the industry an invitation to attend the Convention of this Association, which will be held at Jefferson Hotel, St. Louis, Mo., May 6th and 7th.

If you are a member of the Association, it is your duty as a member to attend this Convention and take part in the activities while there. If you are not a member of the Association you are missing something, and I urge you, in the interest of your business and the Associated Cooperage Industries, to become affiliated with your trade Association. What it does for you



PRESIDENT T. A. WALSH, PITTSBURGH, PA.

will depend on what you do for the Association. Every industry must have an association of some kind to further its interests. The officers of this Association are doing their part in promoting the interest of the cooperage industries, and it is up to the individual members of the fraternity to do their part to help their own business. One way of doing this is to put your shoulder to the wheel and boost The Associated Cooperage Industries of America.

Come to the Convention in St. Louis, May 6th and 7th

E. H. DEFEBAUGH HAS BREAKDOWN

There is a general, sincere and widespread feeling of deep regret at the news of the illness of Mr. E. H. Defebaugh, founder and editor of *The Barrel and Box*, Chicago, and executive vice-president of The Associated Cooperage Industries of America, which continued illness has resulted in the necessity of removing Mr. Defebaugh from Chicago to the family home in Louisville, where it is hoped that old, familiar environments may work to his advantage. That every one of Mr. Defebaugh's numberless friends throughout the cooperage industry will hold to this hope we are positive.

WILL OVERHAUL STAVE PLANT

The Monette Stave Co., Monette, Ark., have purchased timber on the lake at Macey and will work it into staves. This plan, it is said, means the installation of new machinery in the plant at Monette, including boilers, engines, etc., for all the old power had been removed.

ALGOA COOPERAGE CO'S PLANTS HAVE BEEN PURCHASED BY CLEVELAND INTERESTS

Report has it that the Algoa Cooperage Company's holdings at Marked Tree, Lepanto and Parkin, Ark., have been purchased by a Cleveland, Ohio, concern. All three mills will be operated under the name of the Algoa Cooperage Company.

BASKET AND BOX INTERESTS ARE FEELING EFFECT OF WOODEN BARREL BOOSTING AMONG APPLE GROWERS

What consistent and personal contact boosting of the wooden barrel means to the cooperage trade will be noted by the following report made by Field Representative A. C. Hughes, covering the recent Farmers' Week at the College of Agriculture, Columbus, Ohio. Mr. Hughes says:

"It was the twelfth annual gathering of its kind and was largely attended. The splendid opportunity afforded equipment industries to show and advertise needed commodities was taken advantage of by a large number of exhibitors and demonstrators who made use of the three floors of the Horticultural Building. The display of orchard and farm equipment was appreciated as a co-operative effort, and should serve as an appealing agent in obtaining patronage through the vital and valuable factor of good will."

"Our Trade Extension Committee donated six barrels and six barrelettes as a premium in the apple-packing contest. The Sandusky Cooperage and Lumber Company also donated twenty apple barrels and a sum of money as premiums for the same purpose. General interest and appreciation of these gifts were expressed by the officers and members of the Ohio State Horticultural Society in a resolution passed by that body."

"This apple-packing contest was one of the feature events of Farmers' Week, which evoked considerable interest and enthusiasm. The contest was participated in by twenty students of the university, who packed barrels and barrelettes with apples, and was witnessed by the entire student body as well as the faculty, exhibitors and visitors. The contest consisted of packing the barrel with apples, facing both heads, grading the center, heading up one end and hooping. Judges were appointed who took into consideration correct grading, proper handling, so as to prevent injury to fruit, and time consumed in the complete operation. Very great interest was displayed by all present in the packing contest, and it was a splendid opportunity for advertising the wooden barrel. The students of today are the orchardists of tomorrow and will make good customers for our industry."

"Considerable optimism prevailed among fruit growers for better conditions during 1924. Reports coming from Hood River Co-operative Growers' Association and the Wenatchee Valley Co-operative Growers' Association (the largest western box apple organizations) indicate that high freight rates coupled with the increased patronage for eastern apples have caused considerable reduced eastern shipments of the 1923 western crop, and that these two associations are finding it difficult to maintain selling advantages hitherto enjoyed in the East."

"Basket and other package interests have also personally expressed themselves as feeling, to their own disadvantage, the effects of the wooden barrel people in boosting their trade package, as they say, by waking up and going after business through the trade extension campaign. The efforts put forth by the slack group, limited as they have been and are, and have been since they started, are sufficiently interesting to make wooden barrel competitors check up on their orders and sales to orchardists in the past couple years."

"Our exhibit of fruit barrels was given a prominent and advantageous place at the Ohio show, and our literature was freely distributed among the different farm groups and it is certain that this extension work will bring good results to our members as the season advances. At present the growers prefer to await the passing of spring weather hazards before contracting. "Good will" toward the wooden barrel for apples was in evidence."

APPLE WRAPPING GAINS

Announcement from Portland, Oregon, is to the effect that associations of apple growers in Oregon and Washington report a growing demand for boxed apples wrapped in oiled paper as a means of reducing damage from scald during cold storage periods. The additional cost is two cents a box. Oil paper-wrapped apples brought a premium of \$1 a box last season at New York auctions. About one-third of the 1923 export apples from the Pacific Northwest last year were prepared for market by the improved method.

WILL MANUFACTURE BARRELS

Hyslop & Sons, Limited, Greenville, Ont., have been incorporated to manufacture barrels, baskets, boxes and other forms of containers. Capital, \$200,000. D. A. Hyslop and W. B. Hyslop, of Greenville, are two of the incorporators.

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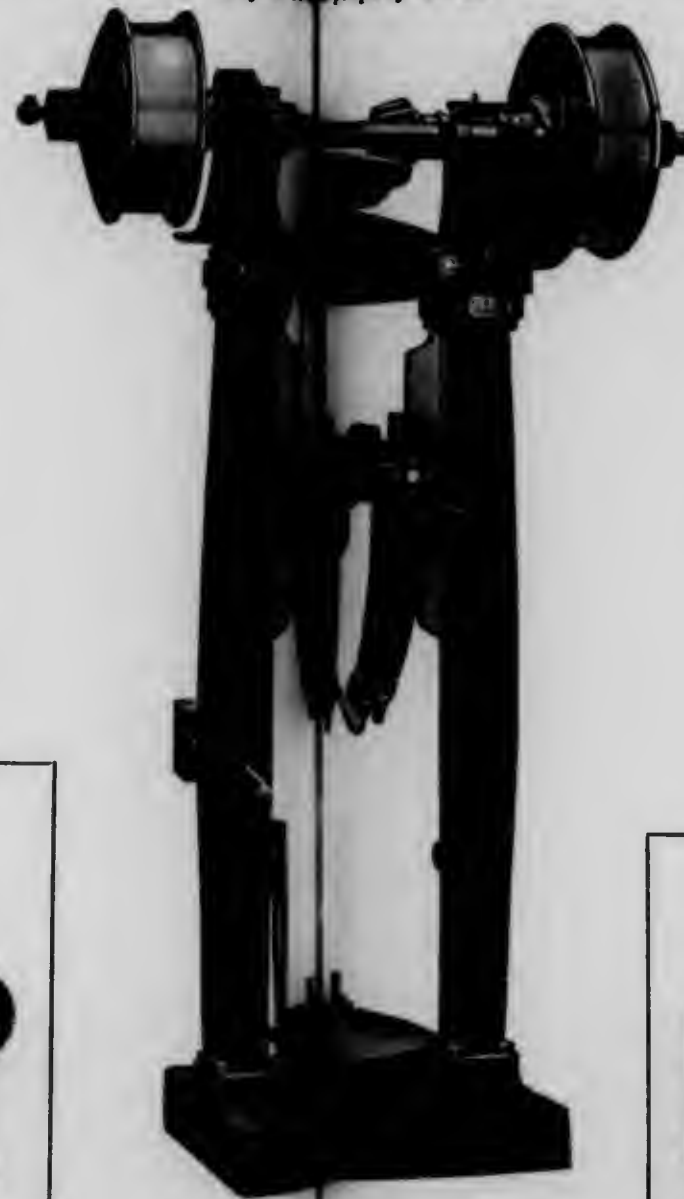
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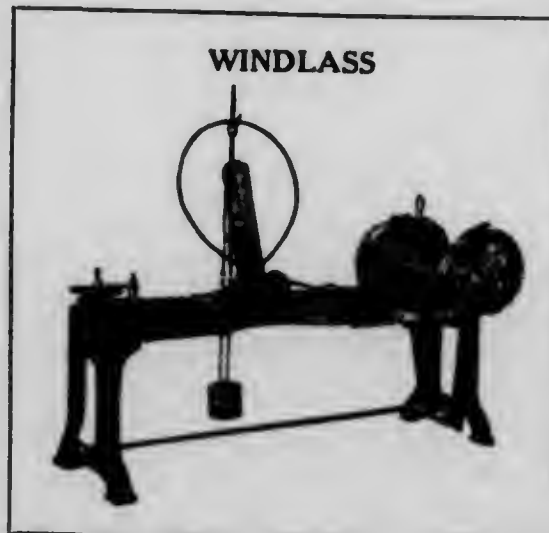


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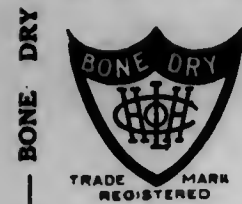


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ASSOCIATION BULLETINS

Western Trunk Line Docket No. 6-A

The carriers have been considering for some time past the cancellation of Class D rating on cooperage (barrels, kegs, etc.) between points in Western Trunk Line Territory, and attempted at different times to revise the rating for the purpose of securing additional revenue, and the elimination of the practice of furnishing two smaller cars in lieu of the larger car ordered by shippers. We have so far been successful in preventing anything definite being done in this respect and quite recently got them to rescind the action taken by the General Traffic Committee, who authorized the publication of 4th Class rating to become effective March 3, 1924.

However, the railroads are not satisfied with the revenue obtained from this traffic and have again docketed the matter per Western Trunk Line Docket 6-A, which proposes the cancellation of Class D rating, substituting therefor Class A with the elimination of the two for one rule.

This would mean a considerable increase in the rate on finished barrels, undoubtedly curtailing their use, and thus affecting also the use and movement of cooperage material.

We have requested a hearing on the new Docket 6-A. In view of the importance of this matter a meeting of tight and slack cooperage interests was held at the association office, B-20 Railway Exchange Building, St. Louis, Mo., at 10 A. M., Wednesday, March 12th, and a second meeting at Chicago, March 19th, for the purpose of securing the views of our members and formulating a definite program of action to be followed at the hearing.

Southern Freight Association Docket No. 12,490

The above docket contemplated a reduction on iron and steel barrels, carloads, from Central Freight Association and Illinois Freight Association territories, Ohio and Mississippi River crossings to Mississippi Valley points named in Agent Jones' tariff 15 series.

Since no provision had been made with respect to applying similar reduction on wooden barrels, we immediately filed a vigorous protest against the adoption of the above proposal and as result of our action the Standing Rate Committee disapproved the proposed adjustment.

Proponents have requested that the matter be given further consideration by the General Committee. However, we do not anticipate a reversal of the decision rendered by the Standing Rate Committee.

1923 Car Loadings Record

The Interstate Commerce Commission reports that during 1923 the carriers of the country handled without apparent difficulty 49,955,624 carloads of revenue freight. This was more than ever before in their history and exceeded the previous high record of 1920 by 5,569,248 carloads.

1923 Census

The Bureau of the Census reports that up to January 31st it had received schedules from about 35 per cent. of the manufacturers required to make 1923 returns. The value of these statistics depends largely upon the date of publication, and the Census Bureau can not, of course, compile the data until individual reports are received.

Every effort is being made by the Director of the Census to secure the reports, and we renew our request that every cooperage firm that so far has not sent in its return to Washington, do so at the earliest possible moment. Prompt action will hasten the publication of these statistics, and assist materially the work of the Census Bureau.

OIL REFINERS PROTEST RATES

Protest against the application to petroleum products of the preferential through export rate clause of the Merchant Marine Act on the ground that there is an inadequacy of government tanker tonnage, was filed with the Shipping Board at Washington, March 25th, by the Western Petroleum Refiners Corporation and the Sinclair Refining Company.

WHERE OUR CORN CROP GOES

More than 85 per cent. of the United States corn crop is fed to live stock and somewhat less than 10 per cent. is used for human food, according to recent data compiled by the United States Department of Agriculture. The hog is the largest consumer, 40 per cent. being fed to swine on farms. Horses and cattle are next, using 20 and 15 per cent., respectively. The exports of corn, as grain, have never been large.

DON'T MISS THIS MEETING

Ninth Annual Convention THE ASSOCIATED COOPERAGE INDUSTRIES of AMERICA

Jefferson Hotel, St. Louis, Mo.
May 6th and 7th

Executive and Other Committee Meetings May 5th

In sending out announcement of the coming annual convention, Secretary C. G. Hirt says:

"The Ninth Annual Convention of The Associated Cooperage Industries of America will be held at the Jefferson Hotel, St. Louis, Mo., May 6 and 7, 1924. Executive and other Committee Meetings will be held May 5th.

"Arrangements are now being made to have a program of both business and pleasure for our members that will be so interesting and enjoyable as to make it a memorable gathering.

"Present and prospective industrial and commercial conditions augur well for a good year, a year that should also be a prosperous one for the Cooperage Industry. The situation as affecting our business will be fully considered during our Annual Convention, both by the various Group units and at the General Session.

"Some of the principal items on our program, which is still in course of preparation, are the election of President and other Officers of the Association; Grade Rules and Specifications; Trade Promotion work, past, present and future; in connection with this last-mentioned subject, a complete report of the Slack Cooperage Group Trade Extension activities will be submitted. Addresses by speakers of prominence on subjects pertinent to the Cooperage Industry; Reports of Officers and Committees, as well as other special and important matters that will be handled during the Meeting.

"An invitation is cordially extended to all those interested in the Cooperage Industry, to be present at the Ninth Annual, in St. Louis. The Entertainment Committee of local members are working on the social features, which are always an attractive part of our meetings. Those in attendance are assured of interesting business sessions that will prove profitable to them, and at the same time will again meet their friends and competitors in another profitable way—through social intercourse.

"The Annual Convention held in St. Louis always draws a large attendance, the favorable location contributing to this, as well as the important subjects and elections that usually come up for action at the annual sessions. All present indications point to a big attendance and an enthusiastic convention."

PLAN NOW TO BE ON HAND

A MILLION CALLS FOR INFORMATION ON FOREIGN TRADE

A record of nearly a million requests for assistance for American firms engaged in foreign trade is announced in the annual report of Dr. Julius Klein, Director of the Bureau of Foreign and Domestic Commerce of the Department of Commerce. This figure for 1922-23 is just double that for 1921-22, the previous high record. This striking increase in the demands for services from the government trade promoting bureau indicates impressively the growing appreciation of the importance of foreign sales in maintaining American prosperity and in relieving the possible depressive influence of surplus farm products and manufactures, the report says:

"International trade is characterized now as never before by extreme fluidity and swift readjustment," Director Klein declares. "Violent exchange fluctuations, shifts in consumptive capacity and standards of living, sudden upsets of trade balances, dislocations of old trade routes, restrictive commercial legislation and taxes—all these are now entailing confusing changes of vital concern to the American manufacturer and farmer having increasing surpluses to sell abroad. These growing complexities must be followed and studied if American merchants and producers are to compete successfully with their foreign rivals."

The maintenance of a fact-finding organization comparable to this bureau would be financially impossible for any private corporation, whereas the government agency, because of the exceptional collaboration it enjoys with foreign officials, American trade organizations and journals, and large numbers of exporters and manufacturers, has been able to handle trade inquiries and problems at an average cost to the taxpayer of about \$2 per assignment or case. Against this average \$2 outlay, the director enumerates a long list of specific export transactions effected through the bureau's facilities by individual firms, ranging in value from \$6,000 up to \$750,000.

The American trade and news press, according to Director Klein, deserves much credit for the success of this unusual achievement in government service.

Through the cordial co-operation of leading dailies and trade periodicals throughout the country the Department of Commerce has placed information regarding specific sales openings and trade opportunities before a weekly audience of not less than 7,500,000.

Strengthening of the Commerce Department's offices, material improvement in its thirty-five "service stations" throughout the United States, the expansion and speed-up of its statistical work, the addition of new experts for its commodity and technical divisions, and the enlargement of its domestic commerce promotion service are mentioned by Director Klein as features in the program of the department for the coming year. "The ability of the bureau to take an effective part in recent crises in the coal industry and in transportation, because it had on its commodity staff highly-qualified experts in those lines, has been convincing proof that experts equally well qualified in other commodities can render unique service in the distribution field and will not in any way duplicate or overlap the activities of any other organizations, public or private," Dr. Klein declares in support of his discussion of plans for the enlargement and improvement of the staff of the bureau.

LABOR BANK JOINS IN RAIL-BOND FLOTATION

For the first time in history a railroad labor bank is to participate in financing the requirements of a railroad. The Brotherhood of Locomotive Engineers Co-operative National Bank of Cleveland, Ohio, it was announced from New York, March 26th, will join the National City Company of New York in underwriting a \$3,500,000 issue of International and Great Northern 6 per cent. bonds.

The success of the offering, which will mark a new step in railroad financing, already has been assured by subscriptions from brotherhood members, it was said. Inclusion of the labor bank in the syndicate was influenced largely by its previous success in distribution of bond issues to its customers. The action of the Cleveland bank, which was labor's first financial institution, it was indicated, foreshadows similar ventures by other labor banks throughout the country.

SQUEEZING THE WASTE OUT OF INDUSTRY

That the movement for elimination of seldom-used varieties of everyday commodities is growing in scope and is saving millions of dollars to American commerce and industry, as manufacturers recognize the benefits from this simplification process, is shown in a report to Secretary of Commerce Hoover by William A. Durgin, head of the Division of Simplified Practice of the Department of Commerce.

During the last quarter of 1923, the report shows, ten industries, with the co-operation of the division, put into effect eliminations and simplifications covering a vast number of varieties of their products; the effect being to bring down manufacturing costs and to benefit distributors and consumers as well. In addition to these, several other industries are on the way to accomplish similar savings.

Benefits Building Industries

In the industries tied up with building construction, Mr. Durgin points out, simplifications affected metal laths, building bricks, range boilers and hollow building tile. Surveys of the brick industry showed 39 sizes of rough face brick and 36 sizes of smooth face brick. The conference of manufacturers, builders and architects adopted one size and style in each case, eliminating 73 numbers previously made. In dealing with hollow building tile the varieties of sizes and weights were reduced from 36 to 19; while in the case of metal laths, sizes and weights were reduced from 125 to 24, covering both flat and rib type laths.

Developing the simplification process with regard to range boilers, 13 varieties were retained out of a list of 130 which had been revealed in the survey of this industry.

Public Works Affected, Too

The field of public works also benefited by simplified practice, Mr. Durgin shows, both as to vitrified paving brick and asphalt for road and paving work. The survey of the paving brick industry showed 66 varieties, and through the co-operation of the division the industry has cut this number to six varieties.

In the asphalt industry the variety was even greater, surveys of a year's shipments revealing 88 varieties of asphalt being used for paving purposes with 14 varieties being used for brick and stone filler. But four-fifths of the production was confined to approximately ten varieties, and the joint conference of the interests concerned with production and consumption brought a reduction from 102 to 10 grades.

The confusion due to huge varieties of certain articles for the home has been lessened, the report indicates. Where there had been more than 200 various dimensions of beds, springs and mattresses, the division was able to bring about an agreement of one length and four widths as standards for this group.

And in the case of milk bottles, the division's survey indicated 49 styles and sizes, with tops necessitating 29 sizes of caps. Meetings of manufacturers', distributors' and consumers' groups under the division's auspices reduced the styles and sizes of bottles to nine and of caps for bottles to one.

Users of woven wire fencing are benefiting from a simplification in this industry. Where there had been 552 styles and sizes, a joint conference of affected interests was able to bring a reduction to 69, and also to cut the number of sizes of packages for woven wire fences from 2,072 to 128. The gain to the hardware trade from this action, Mr. Durgin points out, has its parallel in the action taken during the same period by makers, distributors and users of files and rasps, where 1,351 varieties were cut to 496 recommended sizes and types.

Others Following Suit

Added to these actions, which have been endorsed by 80 per cent. or more of all groups affected, several other industries, Mr. Durgin states, are in the process of applying simplification to their respective varieties. One of these, hotel chinaware, has as its program a reduction from 700 sizes and types to 160 varieties, and acceptances are coming in rapidly to the division. In this item, combined with other simplifications, one hotel is saving \$100,000 annually, it is learned.

During the quarter there was an agreement reached on the weights and widths of prepared roofing, looking to a reduction from 36 to 7 varieties.

Lumber Industry Big Example

In the lumber industry, where simplification of grading standards has been under consideration since 1919, great progress has been made in elimination of unnecessary and often wasteful sizes, the reduction of nearly 60 per cent. of the number of actually finished

"yard lumber" items, and the fixing of definitions of basic grades. The operation of the recommendations will be of great benefit to the home builder, Mr. Durgin points out, and "the industry has thus set a precedent for other basic industries and has established a method of procedure which, it is confidently expected, will prove a most important business facility and an immensely powerful ethical control in our developing commercial structure."

Twenty-five bona fide surveys are under way in other fields, the report says, and the interest in further simplifications is gaining ground as results are becoming known.

PREVENT UNNECESSARY WASTE

The American Warehousemen's Association has begun an educational campaign among its members and their customers to prevent waste in their business. The following valuable suggestions have been made in an effort to bring about the desired results:

1. *Protect your interests.*—Send your distributing warehouseman a bill of lading and car-unloading manifest of contents of car. Failure to receive such documents before arrival of goods embarrasses him in best serving you and frequently incurs unnecessary expense to both.

2. *Help reduce distribution costs.*—The economic loss to the country each year by reason of defaced shipping marks on L. C. L. shipments runs to millions of dollars. Mark all shipments legibly and indelibly.

3. *Legible package content marks.*—Such marks are frequently not legible at destination. The cost of handling all along the line might be reduced if such marks were always readily readable and in certain definite position on the package. Your co-operation will profit both yourself and the ultimate users of your products.

What is true in the case of domestic distribution of products is to some extent reflected in export trade, and these suggestions should prove of value to all shippers.

NEW EUCALYPTUS TREE FOR NORTH AMERICA

A species of eucalyptus known as the "Snow Gum," which grows under conditions not normally expected of any of the eucalypts so far tried in this country, was found in Australia recently by a representative of the Forest Service, United States Department of Agriculture. The snow gum is being raised now at the nursery of the Appalachian Forest Experiment Station at Asheville, N. C. As this tree is reported to endure in its native country temperatures down to 16 degrees below zero, it will be very interesting to discover whether it is able to survive the present winter without injury. If it proves a successful tree in the United States it will probably be used to plant the dry slopes in some parts of the arid southwest where the native trees have great difficulty in becoming established.

TO INCREASE FORESTRY RESEARCH

At the annual meeting of the Western Forestry and Conservation Association, held in Seattle, Washington, recently, resolutions were passed indorsing a program for immediate federal forest legislation to permit State aid in fire protection, planting work, and to increase the amount of research in forestry. The establishment of forest experiment stations on the Pacific Coast was urged in order to put investigative work in the far West on a par with the work now being carried on at the other forest experiment stations under the Forest Service of the United States Department of Agriculture. The association also went on record as being heartily in favor of an investigation looking to the accurate prediction of dangerous fire weather in the interest of better and more complete forest protection.

IMPORTANT REPRODUCTION-AFTER-FIRE STUDIES

A fairly definite answer to the question of where new tree growth on burned-over lands comes from will be the result of present experiments in the Coeur d'Alene National Forest by the Forest Service, according to a recent announcement of that bureau of the United States Department of Agriculture.

Experts from the Priest River Forest Experiment Station in Montana are conducting elaborate studies of areas burned over in 1910 and some re-burned in the great fires of 1919 to determine the source of reproduction on both types of burn. This work involves a careful analysis of age, species, quantity and distribution of the young growth, in relation to the remaining seed trees and the character of the pre-fire forest.

NEW DIVISION OF BUREAU DEALING WITH PROBLEM OF DISTRIBUTION COSTS

By Henry H. Morse, Commerce Report

During the holidays the newspapers carried a story about a man who bought a turkey for his Christmas dinner. In it he found a note from the farmer who raised the bird. It read: "I sold this turkey for 16 cents a pound; please write me what you paid for it." The purchaser paid 48 cents a pound, so it was "a good story."

It all goes back to the old problem of "spread" between producer's cost and consumer's price. It does cost a great deal to distribute our goods. Undoubtedly there is more or less waste in distribution. It can scarcely be otherwise when we remember that only 29 per cent. of the people working for wages or profit are actually engaged in producing the raw material, while the other 71 per cent. are performing some service in commerce. All service costs something. Perhaps there is too much service; perhaps the cost of service is too high. There are many possibilities to be considered.

What are we going to do about it? We can not merely shrug our shoulders and turn away when the subject is brought up.

To any but a shoe man it may seem startling that the cost of distributing a pair of shoes from factory to consumer should be nearly as great as the cost of making those shoes, including material, labor and factory overhead. Yet the figures of the Harvard Business Research Bureau show this to be true, as did the studies of the Joint Congressional Commission of Agricultural Inquiry. Similar conditions exist in other industries, shoes being merely used as a convenient example.

When confronted with a situation like this there is a great temptation to suggest changes and to make regulations and restrictions. But hasty action would be as inadvisable as careless indifference.

Remedy Should Come from Industries Themselves

The remedy should come from the industries themselves. They must dig into the situation and find out where the real trouble is. The one best way to face the problem seems to be to get full information and then do the job (if there is a job to do) from the inside, rather than to let things drift until some one on the outside decides to do it; for then confusion may be even worse confounded.

Each individual can do something, of course; but the job, to be done right, must be undertaken by each trade as a whole, which, after all, is best equipped to study its own problems. Manufacturer, wholesaler, or retailer can not stand alone—each is simply a link in the chain.

The newly-established Division of Domestic Commerce, in the Bureau of Foreign and Domestic Commerce, is working in a very practical way with different trade associations, gathering facts—not facts that other bodies are gathering, but starting where other research bureaus leave off. It is not going to imitate any inquiry; it is not going to try to impose anything on business. It simply is the central clearing house in which facts and figures may be assembled, compiled and reported back to the associations, their members, and the people.

Trade Associations Can Help

With the guidance of such additional facts as the trade associations can properly secure from their members, and with the advice and assistance of the associations, it is helping to solve the problem of waste in distribution, not only for the benefit of the consumer, but also as a matter of national economy. By analysis, comparison and correlation of data in hand and to be furnished, it is trying to develop facts that will enable each industry to understand its own problems better and to operate more efficiently. So far the hearty co-operation it is receiving from different trade associations gives promise of its becoming a strong link in the chain of co-operative assistance to the industries and the public which the Department of Commerce is developing.

TO MAKE HANDLE STOCKS

R. D. McCain is establishing a plant at Coldwater, Miss., for the purpose of manufacturing ash and hickory handle stocks. The plant will be a modern one.

ATLANTIC REFINING CO. INCREASES ITS TANK ACREAGE

The Atlantic Refining Company, Houston, Texas, has purchased 211 acres of land adjoining its ocean terminals at Atreco, near the mouth of the Neches River. This gives the company a total of 722 acres, to be used for a tank farm.

GOOD OUTLOOK FOR APPLES IN VIRGINIA

Report from Winchester, Va., under date of March 7th, says: "Having gotten through January and February with no extremes of temperature, commercial apple growers of the Winchester district, the chief producing section of Virginia, were expressing themselves this week as feeling quite optimistic over the outlook for the remainder of the spring season.

"There has been no warm spell to cause a premature swelling of buds and no intensely cold weather to cause damage by freezing. Orchards are, as a rule, in good condition. All kinds of orchard work has gone forward during the winter, the prudent orchard manager has seen to it that equipment needed for spring and early summer is in shape to be used when required, and the large growers are preparing in advance for what they expect to be a busy season.

GOOD EXHIBIT AT ST. LOUIS FOOD SHOW

The fruit and vegetable exhibit put on by local wholesale fruit and vegetable dealers at the National Food Show which was held at the Coliseum, St. Louis, Mo., the week of March 3d has proven a big success. The exhibit was one of the most attractive at the show and created a world of interest. In fact, the booth was patronized second to none at the show. Crowds were constantly around it. The display was kept fresh daily or as needed. Lectures by Paul O. Sampson, the noted food expert, were given daily, both afternoons and evenings. Members of the local trade also were on hand to make talks. William Garfitt, secretary of the Western Fruit Jobbers' Association, was on hand and made a talk at the show.

WEST VIRGINIA 1924 APPLE CROP PROSPECTS MIGHTY ENCOURAGING

Report from Martinsburg, W. Va., under date of March 22d, says: "Although it is too early yet to even give a rough estimate of the 1924 crop of apples for the Cumberland-Shenandoah fruit belt, which extends from Cumberland, Md., through West Virginia and into Virginia, growers of the belt are optimistic regarding the outlook. The condition of their orchards at this time, they declare, is mighty encouraging."

AMERICAN FRUITS IN THE NETHERLANDS

Consul General George E. Anderson, Rotterdam. There has been a rather notable increase in the imports of American fruits, particularly apples and raisins, into the Netherlands during the current season. The apple trade has been especially notable, as the import of such fruit from the United States heretofore has been a matter of serving the fine trade only, whereas during the present season some American apples of the finest quality have been coming into the country at prices which enable them to compete with the more ordinary apples from Italy and the Tyrol, Germany, and other near-by countries.

WASHINGTON STATE ORCHARDISTS TO MARKET \$100,000,000 APPLE CROP

Washington apple orchardists are completing formation of their co-operative growing and sales organization, involving an annual crop worth \$100,000,000, according to report from Seattle, under date of March 17th. The crop will be distributed through an organization similar to that of the California Fruit Growers' Association.

A special growers' committee, financed for \$15,000 through a Seattle clearing house committee, has completed a personal investigation of the California association and its legal aspect.

NAMES OF TWO NATIONAL FORESTS IN WEST HAVE BEEN CHANGED

President Coolidge recently signed two executive orders changing the name of the Oregon National Forest to the Mount Hood National Forest, and the name of the Washington National Forest to the Mount Baker National Forest, announces the Forest Service, United States Department of Agriculture.

Changing the names of these two forests was deemed advisable by forestry officials of the U. S. Department of Agriculture because of the confusion resulting from the fact that there are other national forests in each of these States and that the States also have established, or expect to establish, State forests. These different groups and kinds of forest areas caused the Secretary of Agriculture to recommend names which set out the principal physical features of each of the national forests. Both Mount Hood and Mount Baker are well known to citizens of Washington and Oregon and to Americans generally.

FIGHT ON PITTSBURGH PLUS

The fight of the Middle West and Pacific Coast States against the "Pittsburgh plus" basis of steel pricing will be continued, according to report from Chicago, Ill., under date of March 16th, before the Federal Trade Commission next month, Attorney General Hilton, of Minnesota, announces. Briefs of the States leading in the contest will be filed with the commission April 15th.

Illinois, Iowa, Wisconsin and Minnesota are the principal States financing the campaign. After the briefs are filed the steel companies will be allowed thirty days to respond, and oral argument will begin June 7th.

URGES OIL PROTECTION

Director George Otis Smith, of the Geological Survey, urged in a statement at Washington, D. C., that attention be given to the country's oil supply to protect commercial and industrial interests. While per capita consumption of crude oil last year was six and one-half barrels, he said, fifteen years ago it was only two barrels. In 1908, the statement continued, the output of the oil wells was about a quarter of what it was last year.

"Since President Taft inaugurated the withdrawal policy," the director said, "gasoline production has jumped from half a billion gallons a year to seven and one-half billion. Already the peace demand for petroleum products has far overtopped the war peak."

STEEL HOOP MILL BREAKS PRODUCTION RECORD

Production at the four finishing mills of the Sharon Steel Hoop Company, Sharon, Pa., in February exceeded by many tons any other February production record in the history of the plant. The total tonnage came within a few tons of equalling that of the best month since the plant was built. The 14-inch mill smashed the 24-hour record on the last day of February.

COOPERAGE EXPORTS IN JANUARY

Cooperage exports during January, according to *Commerce Reports*, included 2,515,915 staves, of which 1,385,015 were tight and 1,130,900 slack; 127,167 sets of heading; 80,800 sets tight shoofs and 94,594 sets slack shoofs, and 26,579 empty barrels, casks and hogsheds.

WILL MANUFACTURE ENGINES AND BOILERS

A charter was filed at the Dover, Delaware, State Department, March 14th, for the Eagle Engine Works, Inc., authorizing it to manufacture engines, motors, boilers, etc. The capital consists of 2,000,000 shares of stock without nominal or par value. Incorporators are: William C. Durant, Deal, N. J.; Carroll Downes, Narberth, Pa.; Charles F. Daly, New York City.

A NOVEL TANK FOR VOLATILE SPIRITS

A novel form of tank for storing volatile spirits is described in the *Engineering News-Record*. The spirit is of such low boiling point that it is necessary to keep it under pressure, at atmospheric temperature, or it will evaporate. The tanks are made globular in form, the better to withstand the internal pressure, and some of them are as large as 48 feet in diameter, while their capacity is up to 420,000 gallons. The working pressure is from 15 pounds to 20 pounds per square inch.

IMPOSSIBLE TO FORECAST RADIO WEATHER CONDITIONS

Several times recently the suggestion has been made that the weather bureau of the United States Department of Agriculture undertake to issue forecasts of conditions affecting radio reception. The matter has been given careful consideration and the conclusion has been reached that it is not advisable for the bureau to engage in such a project at the present time.

It is well known that radio receptions are far better in the winter than in the summer, and at night than by day; also, that, apparently, the weather is one of the factors that influence the receptions. However, these relations have not been fully worked out, and other factors are involved. The whole matter has recently been the subject of considerable investigation, both in this country and abroad, and it is altogether probable that the time will come when the forecasting of the conditions in question can be undertaken with a reasonable assurance of success.

OWOSSO SUGAR MILLS MAY CHANGE HANDS

Edward C. Bostock, of Philadelphia, treasurer of the Owosso Sugar Company, which operates plants at Owosso and Lansing, Mich., confirms a report that negotiations were under way for sale of the plants to the Michigan Sugar Company. Harold F. Pitcairn, of Philadelphia, president of the Owosso company, has been in Owosso in connection with the deal.

The deal involves approximately \$2,000,000, and would be financed by the issuance of \$2,000,000 additional preferred stock by the Michigan Sugar Company.

No change in the local organization would result from the sale, Mr. Bostock said. He added that Prairie Farm, comprising 8,000 acres in Saginaw County, now owned by the Owosso company, would not be included in the deal.

NEW MANUFACTURING PLANT PROMISED FOR COOS BAY

J. E. Wright and Frank Rowe are organizing a company to manufacture wood hoops on Coos Bay, North Bend Harbor, Oregon, and the capitalization of the concern is placed at \$30,000. The organization, the promoters believe, can be made entirely among local people and the first unit will employ about 30 people. The promoters expect to add rapidly to the unit and by the end of a year should have 200 people at work.

RAILROAD WANTS SEA OUTLETS

Efforts will be continued by the New York Central Railroad to obtain outlets to the sea through the ports of Philadelphia, Baltimore and Newport News, according to opinion in New York railroad circles during the latter part of March, following the announcement from Norfolk that plans are under way for the New York Central to lease the Virginian Railway Company, of which Clarence W. Huntington, of New York, is chairman of the board and president. The company operates 540 miles of line, extending from Sewalls Point, Va., to Deepwater, W. Va.

Plans for such port terminals were worked out under the direction of the recently deceased president of the New York Central, A. H. Smith. They include, in addition to the Virginian Railway, trackage rights over the Reading lines to Philadelphia, and control of the Western Maryland Railway in Baltimore. The latter road has been grouped with the New York Central in the Interstate Commerce Commission's tentative consolidation plans.

TIMBER TREATING PLANT ESTABLISHED

A large railroad cross-tie creosoting plant, which makes a business of treating all kinds of wood, has recently been established on the outskirts of Houston, Texas, at Cross Timbers, by the Houston Wood Preserving Co., a subsidiary of the Hussy C. Hobbs Tie Co. of St. Louis. The plant was erected under the direction of construction engineer R. W. Cunningham, of Kansas City, and vice-president and general manager J. M. Weir, at an initial cost of \$60,000. To begin with, the plant will have a capacity of 1,000 cross-ties treated every two hours. General Manager Weir formerly was chief engineer of the Kansas City Southern Railway.

FORD PLANS TO SALVAGE 89 PER CENT. OF WOOD NOW REJECTED AS USELESS

Plans to salvage 89 per cent. of the wood now thrown away as useless is back of an order issued by the Ford Motor Company, Detroit, Mich., March 10th, to all of its branches to save all wood coming in and to use precautions to see that no board is broken unnecessarily.

According to officials of the Ford company it has been demonstrated in the last thirty days that a huge saving can be effected. Experiments at the Highland Park plant of the company here show that, where previously thirty-six carloads of wood were taken away each week as useless except for firewood, under the new plan only four carloads are now consigned for such use.

The lumber salvage department of the plant employs 600 men, and produces from boards ordinarily considered as scrap 93,000 board feet of lumber each week for boxes and crates. The yearly requirements of the company are 300,000,000 board feet of lumber.

Operations at the Highland Park plant salvage workers as well as lumber, as it is announced that 90 per cent. of the men employed in the work are partially incapacitated, requiring light work out of doors.

THE AUSTRIAN COOPERAGE TRADE

In trade bulletin No. 196 issued by the lumber department of the *Commerce Reports* and devoted to the Austrian and Czechoslovak lumber and woodworking industry, appears the following covering activities in cooperage lines. The report says:

"The Austrian market for barrels is much smaller than before the war. Local producers of wines and beer restrict the purchase of new barrels whenever possible, because the cost of containers made in Austria is very high and because the prices of wines and beer can not be increased correspondingly, owing to the decreased purchasing power of domestic consumers.

"According to an estimate made by an Austrian cooperage firm, the annual production of wine and beer barrels in this republic amounts to about 150,000 pieces. Export trade has therefore gained in importance. In 1921 France and Belgium were the biggest buyers of wine barrels and Italy was the chief buyer of beer barrels. The latter remained a good market during 1922 on account of the growth of its brewery industry, but France and Belgium introduced high customs duties which, combined with the freight rates, brought about an important drop in the amounts shipped to those countries. Czechoslovakia's large brewery industry could not be supplied with Austrian containers, for the Czechoslovak government placed prohibitive restrictions on such imports.

"The importance of the export trade to the cooperage industry can be seen from the following official statistics, which give Austria's foreign trade in such goods during the first half of 1923:

Origin and amount of imports:

	Metric Tons
Czechoslovakia	167
Germany	42
Yugo-Slavia	62

Total

Destination and amount of exports:

Italy	1,700
Netherlands	904
Germany	822
Hungary	222
Poland	139
Belgium	98
Rumania	167

Total

"The total value of cooperage imports during the first half of 1923 was 111,000 gold crowns, and the total value of such exports during the same period was 1,619,000 gold crowns.

"The Austrian cooperage industry must import the greater part of its raw material from Poland, Hungary, eastern Czechoslovakia and Yugo-Slavia as Austria's stands of oak are insignificant. During the first half of 1923 imports amounted to 1,636 tons, valued at 213,000 gold crowns, compared with an export totaling 378 tons, valued at 87,000 gold crowns."

SPAIN DECREASED DEMAND FOR STAVES DURING 1923

Writing recently from Madrid, Spain, Commercial Attaché Charles H. Cunningham in speaking of the stave trade says:

"Imports of American staves are at a low ebb because of large stocks on hand, exchange, and the situation of the local wine industry. American oak staves are not likely to lose their supremacy in this market, as they are used almost entirely for the export trade both in wine and olive oil. There has been no increase in the importation of Italian chestnut staves. Imports of staves for the first eight months of 1923 have been roughly half the total imports of 1922, and the latter registered a decline of about 60 per cent. under 1921. The decline in the world demand for wines is being registered correspondingly in the decreased utilization in Spain of barrel staves. Chestnut staves are used domestically and this market will continue during 1924 in about the same status as during 1923, with a steady although greatly reduced demand."

NEW PURCHASERS OF CROZED STAVE COMPANY WILL SOON OPERATE PLANT

The Michigan Stave and Excelsior Corporation, Boyne City, Mich., have purchased the plant of the Crozed Stave Corporation, Grand Rapids, Mich., and will begin operation soon.

A \$2,000 fire loss was sustained recently by the Arlington Stave Manufacturing Co., Arlington, Ga.

SUBSTITUTE MOTOR TRUCKS FOR FREIGHT CARS

Successive steps recently taken by the Pennsylvania Railroad Company executive office, Philadelphia, Pa., indicate the elimination within a comparatively short time of less-than-carload freight shipments over short hauls by rail. All indications point to the substitution of motor trucks for freight cars at all points on the Pennsylvania system where short hauls are practicable.

The experimental stage of the motor truck as an efficient substitute for the rail freight car is regarded by Pennsylvania Railroad officials as having been successfully passed with the operation in the last few months of this service between Philadelphia and Wilmington, Del.

So firmly are they convinced of the efficiency and economy of truck service that they have extended the original scope of operation to include other divisions where the freight car, for other than car-lot shipments, has bidden farewell to the railroads' right of way.

The truck service has recently been installed on the Atlantic division of the West Jersey & Seashore Railroad from Gloucester to Newfield; on the Chester division from Palmyra to Bordentown and from Bordentown to South Amboy.

The service has also been installed in part on the main line as far west as Downingtown.

How soon there will be further extensions to include the New York division and the line to West Chester by way of Lansdowne, Swarthmore and Media, and on the line to Germantown and Chestnut Hill, is not known at this time.

The railroad company has followed the same method in connection with these recent extensions of the plan that was inaugurated when the Philadelphia-Wilmington service was begun some time since.

Truck owners holding the certificates of public convenience from the Public Service Commission are engaged on contract to haul the freight. They make daily—and sometimes twice a day—trips between designated points gathering up freight on the store-door delivery plan—which means calling at the place named by the consignor and delivering the truck loads at central railroad freight stations in the larger cities where it is classified and routed in carload lots by rail to the consignee.

Manufacturers Benefited

Manufacturers of products whose total output each week is less than a carload are particularly benefited by this service. After accumulating sufficient merchandise to make up a good-sized less-than-carload lot, a car would be ordered and assigned for a certain date. Before reaching the particular plant it might be filled up or delayed or in some manner diverted. Thus the manufacturer's shipment would be delayed.

Under the new system this is eliminated, for the truck service is a daily one. It means the elimination of the costly spurs and sidings. It means also that the plants need not be constructed alongside of railroad tracks where the output is small.

R. S. Hurd, special agent of the Pennsylvania Railroad Company, in charge of the motor-truck operation, said that the surveys now in progress contemplated the extension of the truck service over 1,000 miles of track for daily operation.

R. C. Wright, general traffic manager, is authority for the statement that store-door delivery of less-than-carload freight is the ultimate objective of the company.

NEW MEXICO'S FOREST TO RECEIVE FIRE PROTECTION

A system of fire protection for timber lands belonging to New Mexico will result from the agreement recently made between State authorities and the Forest Service United States Department of Agriculture.

Under the provisions of the agreement all of the State-owned timber lands located within or adjacent to national forests within New Mexico will be included in the general fire protection organization that has been built up by the Federal Government. The State of New Mexico will pay its share of the costs.

New Mexico owns about 1,200,000 acres of timber land to which the fire protection will extend. The adoption of the protective system brings New Mexico well to the front among the States from a standpoint of conservation of State-owned timber.

WILL CUT STAVES

Another stave mill has been added to the Sparkman, Ark., list of stave industries. The new plant is owned by W. A. Adams, J. A. Leonard and P. H. Taylor, all citizens of Sparkman. The plant will cut staves from all local woods.

JACK PINE A COMING WOOD

"Jack pine, formerly despised," says *The Canadian Woodworker and Furniture Manufacturer*, "is now recognized as a most useful wood. It is used in immense quantities for railway ties, being, in fact, the leading tie timber of eastern Canada. It is also being used in increasing quantities for lumber. Jack pine is frequently attacked by a fungal disease, which, in the earlier stages of its development, causes a reddish discoloration often referred to as 'red stain.' The Forest Products Laboratories of the Forestry Branch of the Department of the Interior recently made a series of experiments to determine the effect of 'red stain' on the strength of the timber. The results of these tests show that no diminution of the strength results from this condition and where the appearance of the wood is not important there should be no hesitation in employing it."

MEXICAN TIMBER PINES FOR AMERICAN RAILWAY TIES

Interest in the commercial pines of the Sierra Madre region of Mexico as a possible source of timber for railway ties led the dendrologists of the Forest Service, United States Department of Agriculture, to examine recently a considerable number of specimens of the wood grown in that region, according to the statement of the Forest Service. These specimens were found to be all of the *Pinus ponderosa* Arizona, a form closely related to our western yellow pine. This variety has an extensive range in the Mexican provinces of Sonora and Chihuahua, and occurs in small areas in the mountains of southern Arizona. If cut within our borders, the Arizona pine would probably be marketed with the true western yellow pine, from which the wood differs, however, in being heavier and harder. Wood of the Mexican-grown timber bears a rather remarkable superficial resemblance to some grades of the longleaf pine of the Southern States. In order to determine for those particularly interested in the use of this timber for railway ties what are its comparative physical properties, arrangements are being made for the Forest Products Laboratory, at Madison, Wisconsin, to test short cross sections of the wood.

BILL ALLOWS OF EXPERIMENTS WITH CUT-OVER LANDS

The Kentucky Legislature adjourned on March 19th, after passing about 240 bills out of something like 1,100 introduced. Practically none of the legislation is harmful to the forest products industries. One bill for a \$75,000,000 bond issue, provides for \$50,000,000 of good roads and \$25,000,000 for schools and institutions, to be covered by a three-cent tax on gasoline, instead of the present one-cent tax. Another bill provides for establishment at Quicksand, Ky., of two stations of the Kentucky Experimental Station, University of Kentucky, for experiments to show what can be done with cut-over lands, the University having 15,000 acres of cut-over land at that point which was given to the school by E. O. Robinson, of Mowbray & Robinson, Cincinnati lumbermen. Another bill materially increases taxes on motor trucks.

EMPLOYEES' SUGGESTIONS YIELD LARGE FINANCIAL RETURNS

By adopting suggestions from its factory and office workers, the H. H. Franklin Manufacturing Company, of Syracuse, N. Y., has in the last three years benefited to the extent of many thousands of dollars. All of the 3,000 employees except officers and heads of departments and their assistants are encouraged to participate in the suggestion system, submitting ideas as to how quality of factory output can be improved or production increased.

The system was put into operation March 21, 1921, and so far cash awards aggregating more than \$16,000 have been made in four contests. Of 7,380 suggestions, 2,283 were adopted. The cash prizes, ranging from \$400 down to \$3, have been distributed to 961 employees.

WILL MANUFACTURE TURPENTINE AND ROSIN

The Wood Products Co., Gulfport, Miss., has been organized to manufacture turpentine and rosin. W. B. Lundy is president and J. L. Taylor, secretary-treasurer, of the new company.

TO BUILD STAVE MILL

T. W. Boswell, of the Boswell Stave Company, Cotter, Ark., operating a plant on the Buffalo River, announces that another stave mill will be erected immediately. Mr. Boswell also stated his company cut 800,000 staves last year.

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LARGEST MANUFACTURERS OF AND DEALERS IN TIGHT AND SLACK COOPERAGE AND COOPERAGE STOCK IN AMERICA

CONGRESS ASKED TO INVESTIGATE RIGHT OF RAILWAY TO NATIONAL FOREST LAND

Secretary Work, of the Department of the Interior, and Secretary Wallace, of the Department of Agriculture, on February 13th recommended to Congress that the right of the Northern Pacific Railway Company to acquire approximately 3,000,000 acres of government land in Idaho, Montana and Washington under the terms of old land grants be made the subject of an investigation by that body.

The two cabinet members have asked that a joint resolution be considered withholding the issuance of any further land patents to the Northern Pacific Railway Company until after Congress shall have made a full and complete inquiry into that company's land grants for the purpose of considering legislation to meet the respective rights of the railway company and the United States Government. This request was made in the form of letters to Senator Lenroot and Representative Sinnott, respective chairmen of the Senate and House Committees on Public Lands.

The government land in question is mainly located within national forest areas in the States mentioned, and the railway company is asserting its claim to these lands under the provisions of the land grants made by Congress on July 2, 1864, and May 31, 1870, commonly known as the Northern Pacific land grants. These grants were made for the purpose of aiding the railway company in the construction of its lines from Wisconsin to the Pacific Coast.

Secretary Wallace, under whose direction all national forests are administered, contends that Congress has authority to save most, if not all, of this national forest acreage to the government if it desires to investigate the entire matter and pass the necessary legislation.

The grants as made by Congress in 1864 and 1870 divided the granted areas into primary limits and first and second indemnity limits, the latter to be used to make up any losses of acreage in the primary limits by reason of Indian reservations, mineral classifications, homesteaders' rights, or other prior liens on such land.

The present claims of the Northern Pacific Company are based on a decision of the United States Supreme Court which held that the government could not reserve as against the railway company any of the land within the so-called first and second indemnity limits needed to satisfy the acreage which the railway company was to receive out of the so-called primary limits. Such reservations the government attempted to make but the Northern Pacific contested the government's action and a legal action begun in 1917 was decided against the government by the Supreme Court in 1921.

The right of the government to make reservations of public domain included in the Northern Pacific indemnity land grants prior to the actual selection thereof by the railway company had for many years been the accepted opinion of the administrative officers of the government. Much of the land involved is heavily forested and the government has expended money in its protection and administration.

Under the decision of the Supreme Court the Department of the Interior has been engaged in making a compilation of the acreage due the railway company

by reason of the original grants. A tentative adjustment based upon this compilation shows the original grants to be deficient to the extent of approximately 3,900,000 acres. If the railway company's contention is finally upheld, about 3,000,000 acres of present national forest acreage will be involved in the indemnity selections.

Secretary Wallace believes that before the Northern Pacific Railway Company is entitled to take title to these national forest areas it must show that it has complied with its portion of the contract which in similar cases the Supreme Court has held to be a law as well as an agreement.

Secretary Wallace further believes that many facts are involved in the case which create substantial equities in favor of the government. He believes these equities more than offset any present shortage that may exist in the gross acreage of the original grants and that an inquiry by Congress would prove his contentions to be well founded.

PRICE vs. QUALITY IN SALES ARGUMENTS

Some time ago a certain manufacturer decided to go into the foreign field. The article that he produced was a certain type of patented knife. The chief selling points in marketing this knife abroad should have been the quality of steel in the knife, which virtually gave it a guaranty of long and hard service, and its attractive appearance. At the same time the selling price of the knife, because of certain special conditions of production, was such that the manufacturer was able to undersell knives of similar design (and used for similar purposes) put out by manufacturers of several foreign nations. The manufacturer, therefore, instead of mentioning the price as merely an added reason for purchase and stressing the quality features, chose to base his entire selling campaign on the low price of his article. By these methods he obtained a large foreign business. However, after several years, through a number of unforeseen circumstances the manufacturer was forced to raise the selling price of his knife until it reached a point slightly higher than the knives of similar design offered by his competitors. The inevitable happened. His customers abroad, because they had been "sold" on a price basis and had not been taught to recognize anything favorable about the knife except its price, immediately turned to his competitors.

This analogy applies to nations as well as men. Certain nations have let themselves become known in the eyes of the world as countries which produce many articles of indifferent quality and low price. In their attempts to capture foreign trade and dominate foreign markets they have always put a premium on the price factor. This has been particularly marked since the war, when depreciated currencies have allowed them to undersell consistently the better-grade commodities of other nations. Those who were fully aware of the artificial foundation of merchandising methods such as these knew that such a condition was bound to be temporary. And so it has been. Today, in an increasing number of products, these countries can no longer undersell. The result is that the Bureau of Foreign and Domestic Commerce almost daily receives requests

CHICAGO, ILLINOIS
THEBES, ILLINOIS
LOUISVILLE, KENTUCKY
RIVES, MISSOURI
CROWDER, MISSISSIPPI
ST. JOSEPH, MISSOURI
MOBILE, ALABAMA
LAKE PROVIDENCE, LA.

from importers abroad who formerly bought their goods in the countries in question but are now seeking to buy from the United States, because prices are now just about equalized. If American manufacturers of such articles will, in selling these, place the emphasis on quality and service rather than on price they will stand a good chance of making permanent customers of those importers who formerly bought goods elsewhere.

WILL BUILD COOPER SHOP

A cooper shop and warehouse is being planned by John Ross & Co., tobacco manufacturers at Kingsville, Ont. The building will cost about \$10,000.

JOHN L. WELLFORD

It was with a feeling of genuine regret and deep sympathy that the trade received the announcement of the death of Mr. John L. Wellford, which occurred at his home in Buntyn, near Memphis, Tenn., February 26th, at the early age of 49 years.

Mr. Wellford was a brother of Walker L. Wellford, president of the Chickasaw Cooperage Co., Memphis, and for many years was connected with the company, only recently taking over the management of the Cross County Stave Co., at Wynne, Ark.

HENRY HYMAN, PIONEER COOPERAGE MAN,

PASSES ON

With the passing of Mr. Henry Hyman, which occurred at the home of his son, Charles E. Hyman, Fort Wayne, Ind., February 19th, the cooperage industry loses one of its leading pioneers, and the business world and civic life one of its most substantial and experienced members.

Although Mr. Hyman retired from cooperage activities some fifteen years ago, still his influence continued to be felt in the well-established enterprises which he had founded.

Born in Germany in 1846, Mr. Hyman came to America with his parents in 1852, and his first cooperage adventure was in association with his brother, Philip, when they engaged in the manufacture of tight cooperage stock at Columbia City, Ind., in 1872. In 1898 he engaged in the manufacture of slack cooperage stock at Lake View, Ohio. In 1903 the Lake View plant was moved to Missouri and located at a point which now bears his name.

Mr. Hyman is survived by one brother, George, of Bellevue, Ohio; five sons, Charles E. Hyman, of Fort Wayne, Ind.; Harry W. Hyman, of Grismore-Hyman Co., Memphis, Tenn.; Ralph S. Hyman, of South Bend, Ind.; Noble C. Hyman, of Mammoth Spring, Ark.; and Dr. Clarence H. Hyman, of Cleveland, Ohio, and eight grandchildren.

Mr. Hyman was a member of the St. Jacob's Reformed Church, at Payne, Ohio, and Payne Lodge, No. 377, K. of P. Interment was made Friday, February 22, 1924, in the Schoenberger Cemetery, at Kirby, Ohio.

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ARBOR DAY OF INCREASING VALUE IN REFORESTATION

Arbor Day has become associated all over the United States with patriotic and esthetic as well as economic ideas. It is at once a means of doing practical good to the community and an incentive to civic betterment, says the United States Department of Agriculture. The planting of trees by school children is usually accompanied by ceremonies intended both to impress upon those present the beauty of trees and their effect in improving the appearance of school grounds, streets, parks and highways and to lead them to a realization of the value of community national foresight.

The time of observance of Arbor Day varies greatly in different States and countries, being determined somewhat by the climatic conditions. Sometimes a day which is already a holiday is selected, as in Alabama and Texas, where Washington's birthday has been chosen. In many States of the Union it is combined with "bird day." In general, the date is early in the year in the South and is set further along toward summer in the more northern States, beginning in February and ending in May. More than half the States have enacted a law for the observance of the day.

Planting of trees on Arbor Day can provide a direct economic resource only in comparatively treeless regions or where windbreaks and timber and fuel for the home and neighborhood use are needed. Forest plantations whose chief purpose is the raising of timber for commercial use or the protection of watersheds upon which cities and towns depend for their water supply must be left to foresters. However, yearly plantings accompanied by appropriate exercises serve to keep the people continually reminded of the value and necessity of the work of the foresters, and they have such a far-reaching effect on the community spirit and through that on an economic and social betterment that no community can afford to neglect Arbor Day.

An even more important lesson—the damage done to our natural parks and woods by the thoughtless and selfish vandal—may be taught through a judicious observance of the day. What fire is to the forest, this marauder is to the community park and woodlands in the destruction of ornamental trees and shrubs. The

national and State governments are using every possible means to educate the public in the care of the forest, whose relation to the welfare of man is becoming more and better understood with every passing year of education and co-operation.

THE LANGUAGE OF CORRESPONDENCE

Communications from various sources emphasize the importance, particularly in connection with dealings with Italian firms, of writing letters in the language of the person addressed. Much business is lost by American firms through writing to Italian prospects in English. Only the largest firms can be expected to have facilities for translation, and even for Italians having a fair knowledge of English it is often difficult, if not impossible, to translate technical terms.

The same difficulty is mentioned by American commercial attaches and consuls in various countries in connection with their work in promoting American export trade. Nearly every consular information sheet, sent with trade letters by consuls, makes a statement as to the correct language to use in correspondence. In spite of this emphasis, however, the advice is often disregarded, to the detriment of American trade.

The difficulty may be illustrated from the other side by the experiences of American business men in receiving letters from abroad. Letters in Italian and other foreign languages frequently come to American business men who have no facilities for translation, especially of technical terms, such as must often be used in business letters. Occasionally the Bureau of Foreign and Domestic Commerce is called on to translate these letters or to explain the foreign technical expressions. Although the bureau cheerfully performs this service, the correspondence required to put the matter through necessarily consumes a good deal of time. It would have been much simpler if the letter could have been written in English in the first place.

In the United States it is comparatively easy to have accurate translations made, but in many countries, especially in the more remote centers of population, if a letter is received in a foreign language it is very difficult to get a translation of any sort, and only particularly interesting or important communications will receive attention if written in a language unknown or imperfectly known to the recipient.

Considerable waste effort would be saved American exporters if they would ascertain in advance whether the person or firm to whom they intend to write is able to understand English. The letter should then be written in the clearest and least technical language possible. If the foreigner is unable to understand English, the letter should be written in the language of the addressee, or there is little use in writing, and the expense of correspondence may be saved altogether.

PROPOSED NATION-WIDE TRUCK COMPANY TO HANDLE LESS-THAN-CARLOAD LOT FREIGHT

Formation of a nation-wide motor-trucking company, with the railroads taking a leading part in the new enterprise, to handle less-than-car-load lot freight on all railroads of the United States, is considered a possibility of the near future. The company, as proposed in a report prepared by officials of the American Railway Express Company, would maintain facilities in all parts of the country for store-door delivery and pick-up.

The report follows the activities of the Pennsylvania, New York Central and other railroads in making the motor-truck an adjunct of the railroad, and turning over to it short-haul less-than-car-load freight.

As outlined in the report, freight would be handled in the same manner in which express shipments now are taken care of. It is proposed to have the railroads seek the co-operation of shippers and commercial organizations.

Such a company would require large capital, as it is estimated that more than 6 per cent. of the entire freight business of the railroads originates in less-than-car-load shipments.

DEATH OF GEORGE E. BARRETT

Members of the slack cooperage trade learned with much regret of the death recently of George E. Barrett, of Philadelphia, treasurer of the Quaker City Cooperage Co. He had been with the company for more than forty years and was a regular visitor to Buffalo, N. Y., each summer, spending a number of weeks at the plant.

Wylie & Wilson, Inc., Saginaw, Mich., will soon be manufacturing barrels on quantity basis.

SPECIAL ADVERTISEMENTS WHICH DO GOOD WORK

MACHINERY FOR SALE

FOR SALE:

- 1 Oram Chipper, with 2 knives; catalog p. 36.
- 1 No. 26 Holmes Chipper.
- 1 No. 24 Holmes Dish Stave Jointer.
- 1 Oram Double Wheel Jointer, similar to catalog page 24.
- 1 Oram Heading Rounder, page 42.
- 1 Glader, Chicago Bush Machine (heavy duty).
- 3 Oram Large Size Hoopers.
- 1 National Milwaukee Blower Exhaust Fan (large size).
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- FOR SALE—Two stave rigs, complete with 26-inch Whitney cylinder saws. Will sell all or any part. Address BOX 37, Alderson, W. Va.
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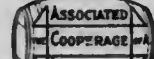
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Hollingshead Co., J. D., Chicago, Ill.	21	Pensacola Cooperage Co., Pensacola, Fla.	21		
Traver, R. E., Montezuma, N. Y.	21	Skene's Cooperage, Rochester, N. Y.	21		
COOPERS' TOOLS, TRUSS HOOPS, ETC.		SLACK COOPERAGE STOCK (Manufacturers or Dealers)			
Calwell Cooperage Co., New York, N. Y.	4	Bartlett, O. L., Miami City, Ill.	21		
Hollingshead Co., J. D., Chicago, Ill.	21	Calwell Cooperage Co., New York, N. Y.	4		
Hynson Company, The, St. Louis, Mo.	11-15	Dublin Hardware Store Co., Dublin, Ga.	21		
Van Aken Cooperage Co., C. M., 111 Broadway, New York	13	Field-Latta Stave Co., Dyersburg, Tenn.	21		
DOWEL PINS		Gilbert-Ampson Co., St. Louis, Mo.	21		
Hickson-Rogers Mfg. Co., Farmington, Ark.	24	Hemling, Inc., E., Chicago, Ill.	21		
Hollingshead Co., J. D., Chicago, Ill.	21	Hollingshead Co., J. D., Chicago, Ill.	21		
Hynson Company, The, St. Louis, Mo.	11-15	Jerry Co., Stephen, Brooklyn, N. Y.	21		
DRAG SAWS, ETC.		MHI Shells Cooperage Co., St. Louis, Mo.	21		
Hill-Curtis Co., Kalamazoo, Mich.	5	Pool & Bros., J. M., Lake Village, Ark.	24		
Hollingshead Co., J. D., Chicago, Ill.	21	Reed & Co., A. L., Chicago, Ill.	21		
Peunoyer Co., J. C., Chicago, Ill.	21	Powell Cooperage Co., Memphis, Tenn.	13		
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover	Queen City Hoop Co., Greenville, S. C.	21		
EXPORTERS		Reichardt Stave Co., Quttman, Ga.	21		
Chickasaw Cooperage Co., Memphis, Tenn.	4	Shedden Co., H. C., Chicago, Ill.	21		
Hemling, Inc., E., Chicago, Ill.	21	Skene's Cooperage, Rochester, N. Y.	21		
Hollingshead Co., J. D., Chicago, Ill.	21	Smith Lumber Co., W. T., Chapman, Ala.	21		
Jerry Co., Stephen, Brooklyn, N. Y.	21	Stevens-Ziegler Cooperage Co., Detroit, Mich.	16		
Moore Stave Co., Lucas E., New Orleans and New York	4	Sutherland-Jones Co., Ltd., Chatham, Ont.	6		
Pekin Cooperage Co., 25 Broadway, New York, N. Y.	4	Trexler Cooperage Co., Allentown, Pa.	21		
HOOP MACHINES		Tschumy & Co., W. A., Norfolk, Va.	21		
Hynson Company, The, St. Louis, Mo.	11-15	Van Aken Cooperage Co., C. M., 111 Broadway, New York	13		
Rochester Barrel Machine Wks., Rochester, N. Y.	Back Cover	Vall Stave Co., The, Fort Worth, Ind.	21		
MACHINE KNIVES AND SAWS		Walsh Sons, Morris, Pittsburgh, Pa.	16		
Gerlach Co., The Peter, Cleveland, Ohio	26	Wille & Wilson, Inc., Saginaw, Mich.	21		
Hollingshead Co., J. D., Chicago, Ill.	21				
Loveloy & Son, H., Lowell, Mass.	21				
SAWS, STAPLES, TACKS, CLEATS, ETC.					
Calwell Cooperage Co., New York, N. Y.	4				
Hynson Company, The, St. Louis, Mo.	11-15				
Stanley Co., The Geo. W., Belleville, Ill.	25				
Van Aken Cooperage Co., C. M., 111 Broadway, New York	13				



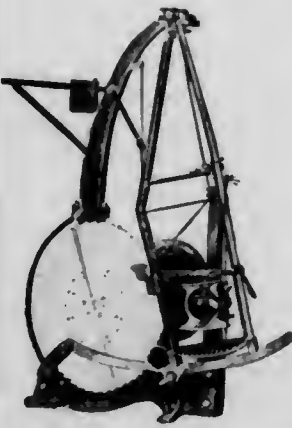

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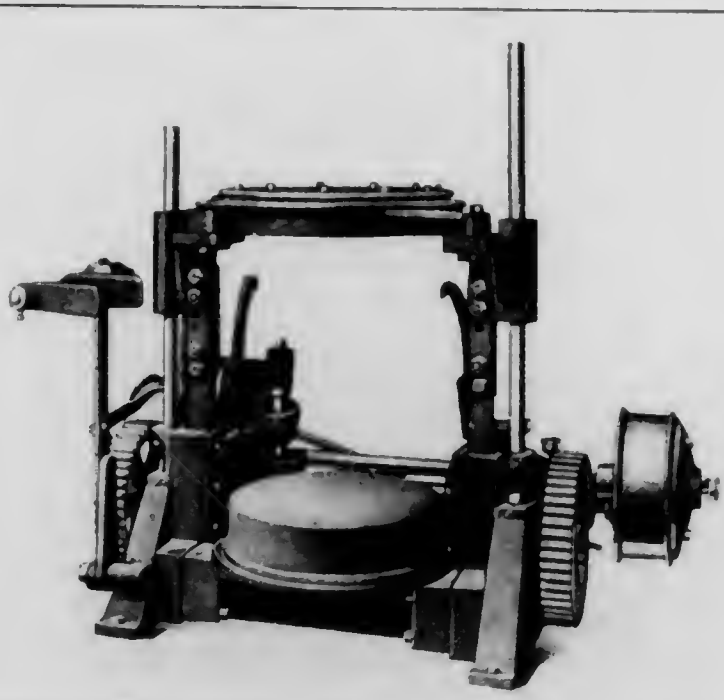
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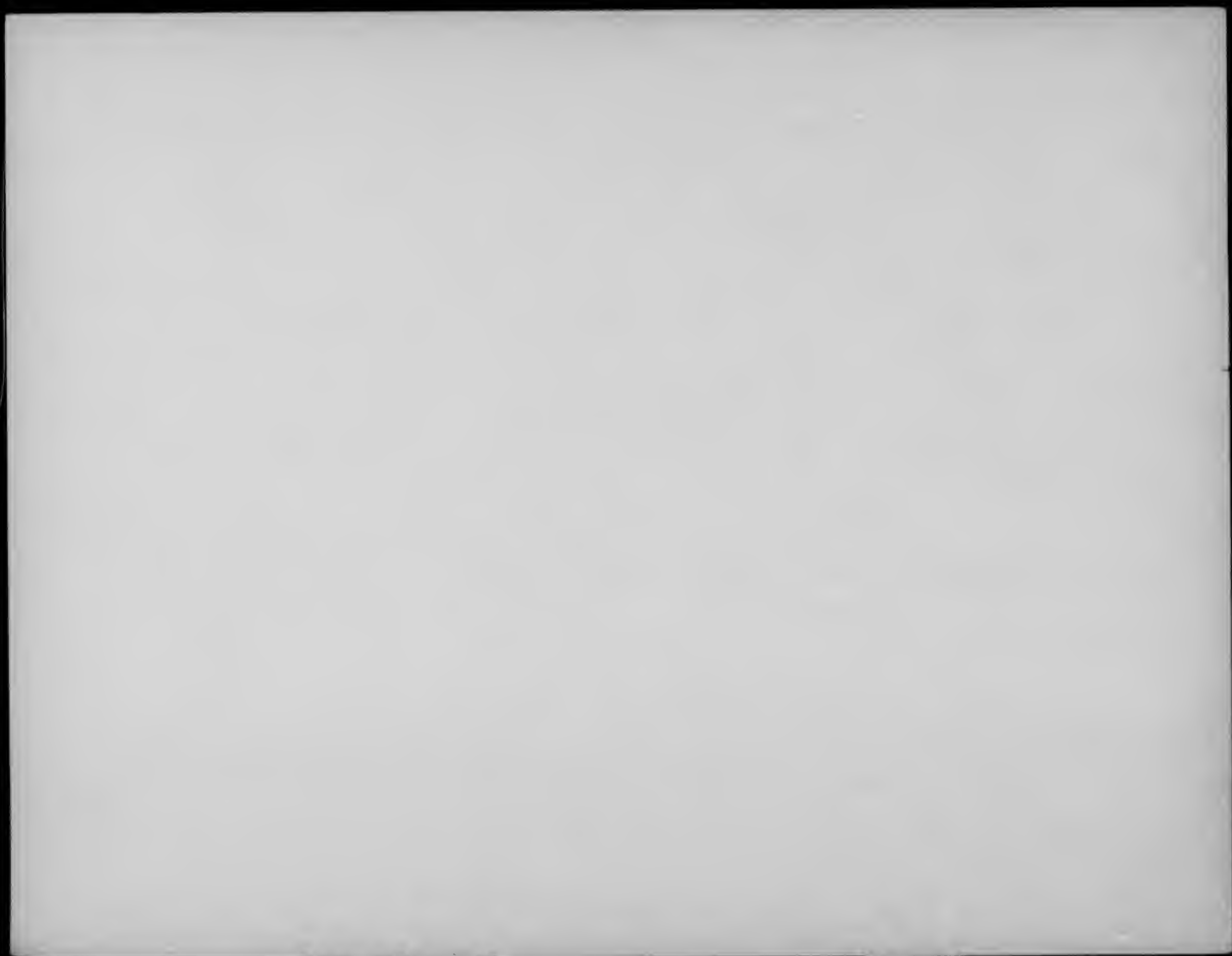
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